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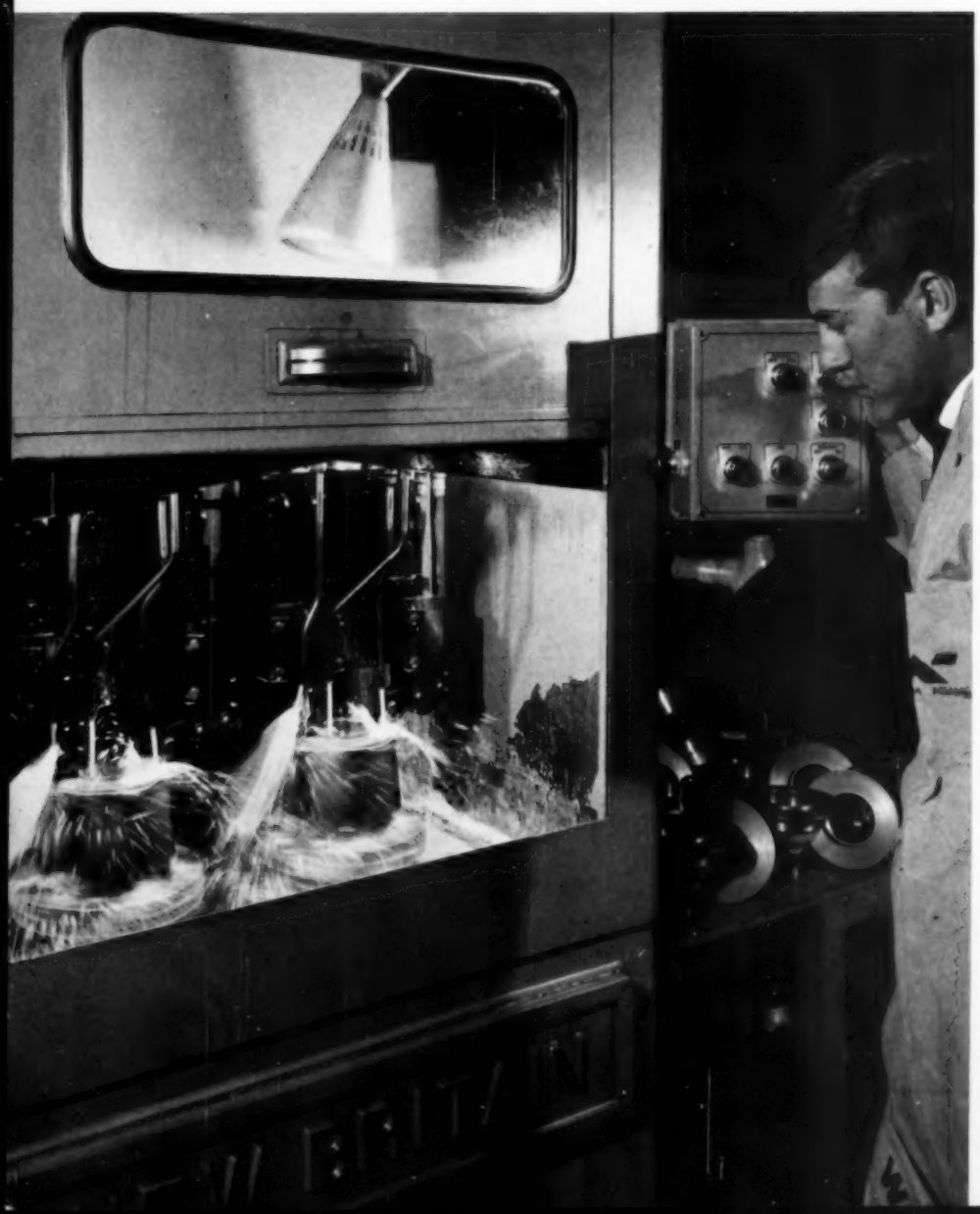

U.S. Trade Missions Depart for Booming Australian Markets

International Trade Winds Newsletter

Company News

BANKING—First National City Bank, New York, has opened two new offices in Argentina, bringing the bank's total of new branches opened this year in Europe and the Americas to nine. Citibank's third office in Cordoba and its 11th in Buenos Aires bring the number of Argentine outlets to 29 in 11 cities, including 10 offices of Citibank's local affiliates, Banco Argentino del Atlantico and Banco de Bahia Blanca. The worldwide number of Citibank offices now stands at 239 in 63 countries and territories.

IRON ORE PROCESSING—An iron ore pelletizing plant, said to be Africa's first, has begun operation at Buchanan, Liberia. The factory, designed to produce over 2 million tons of iron ore pellets yearly, was designed and built by Dravo Corp., Pittsburgh, for an investor group comprised of Bethlehem Steel Corp., New York, and Liberian-American-Swedish Minerals Co. The plant's Dravo-Lurgi traveling grate, one of the largest in the world, will process ore from Nimba range for local use and for export.

DATA PROCESSING—A subsidiary of Honeywell Corp., Minneapolis, Minn., has announced new European marketing plans. The French Informatique division will add five new sales offices to the present three operating in France. The new branches will be at Rennes, Bordeaux, Toulouse, Clermont-Ferrand, and another city in eastern France yet to be named. The new offices will handle sales of Honeywell's H-110 medium-size computers.

CHEMICALS—Herdillia Chemicals, Ltd., has inaugurated an $18.7 million plant near Bombay, India. The venture represents equity investment shared by Hercules, Inc. (U.S.), British Petroleum Chemicals Ltd. (U.K.), and E.I.D. Parry Ltd. (India), with financial assistance by the Export-Import Bank of Washington and the Agency for International Development. The plant can produce annually 10,000 tons of phenol, 6,000 tons of acetone, 2,000 tons of diacetone, 6,000 tons of phthalic anhydride, and 3,000 tons of phthalates. Production of phenol and acetone will be expanded later to 15,000 and 9,000 tons respectively.

"What in the World" asks TV station WTIC of its Hartford area businessmen about their international activities. Blu-Ray, Inc., of Essex, Conn., responded with the story of its participation in a microfilm equipment show at the Frankfurt U.S. Trade Center, with resultant sale of 49 machines. Now the Essex Engineering Co. of the same city is planning to go into exporting. Its first step is to participate in the power transmission equipment show scheduled for June at the London U.S. Trade Center.

On its way through Chile and Paraguay, carrying nearly 200 specific business proposals from American companies, is the Commerce Department's latest U.S. Trade Development Mission. Specialists in food processing and packaging equipment, general industrial equipment, automotive parts and accessories, and chemical and petrochemical products are holding interviews in the two countries. INTERNATIONAL COMMERCE will tell the full story when the group returns. Our April 15 issue had such a report from a similar mission to Pakistan.

The U.S. as a site for international business meetings is even more attractive now that special discounts are available to visitors from abroad carrying the new Hospitality Cards. A useful tool in arranging such conferences is the 1968 International Convention Facilities Issue of Sales Meetings magazine, issued by Bill Publications, Inc., 1212 Chestnut St., Philadelphia, Pa. 19107.

A Society of the Plastics Industry spokesman made a pre-show tour of Norway, Finland, Denmark, and Sweden for the Plastic-USA exhibition at the Stockholm U.S. Trade Center. This effort by T. T. Miller, plus his work as a consultant, contributed to show results that included 7 agency agreements, and 21 more under negotiation. The 16 U.S. manufacturers expect sales this year of $700,000 from their appearance in the show.

About 500 leaders of Thailand's medical profession, attending a concurrent convention in Bangkok, went to a special preview of the Child Care and Medical Equipment exhibition at the Bangkok U.S. Trade Development Center earlier this month. The product literature and display techniques for this show were particularly aimed at conditions in Southeast Asia.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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the cover

Fifteen trade missions are joining this week to begin a major sales promotion effort Down Under, where U.S. exports increased sharply last year and where prospects are favorable for further expansion. If the multi-mission effort is successful, it is expected to result in sales of equipment such as this vertical boring machine imported into Australia by William Adams & Co., Ltd., of Sydney, from the New Britain Machine Co., New Britain, Conn.

April 29, 1968

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Special Report

Vigorous Australian Economy Assessed for U.S. Traders
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U.S. export share either improved or held level in only about one-third of leading markets last year.

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U.S. sales to Australia soar

Imports from U.S. jumped 36% in 1967; nation finds incredible natural wealth

By DEANE BLACK
Far East Division, BIC

The steep increase in U.S. exports to Australia in 1967 points up once again that nation's continuing interest in U.S. goods, and its attractiveness as a ready and expanding market.

U.S. exports to Australia in 1967 increased to $891.3 million, a rise of 36.6% over 1966, and the climate for the continuation and further expansion of this trade is highly favorable for the immediate future. Economic conditions in Australia are good and the economy is continuing to expand despite several factors which could affect business confidence, such as sterling devaluation, U.S. restrictions on direct investment, heavy defense commitments, and the drought which will limit exports of some primary products this year.

Short-, long-term prospects

While the current and short-term outlook for an expansion in trade is highly favorable, basic considerations of Australia as a market are even more compelling for the long term, and far outweigh the temporary considerations which may interrupt the upward trend from time to time.

Although it is far from the United States, Australia is strikingly similar in culture, customs and outlook, and it is undergoing one of the 20th century's most remarkable transformations. Once considered by its own people as having limited natural resources on which to build its economy, Australia in the sixties has suddenly found itself one of the most bountifully endowed lands on earth. It is also one of the staunchest political allies of the United States in the Pacific; it has not been the recipient of U.S. aid.

Why will Australia continue to be a good market for U.S. goods?

Australia is the 11th largest trading nation in the world, with exports and imports totaling over $6.8 billion in fiscal year 1967 (ending June 1967). On a per capita basis the value of Australia's two-way trade far exceeds that of Japan, and roughly equals that of the U.K. Foreign trade plays a significant role in the Australian economy, and exports and imports each comprise 13-14% of the GNP.

In the Far East, Australia is second only to Japan as a destination for U.S. goods. The United States was the principal supplier to this $3½ billion import market in 1967, with its share having grown from a little over 16% in 1960 to nearly 27% in fiscal 1967.

Although primarily a producer and exporter of primary products, with its rapidly developing industrial complex, Australia is well along in its transition from an agricultural to an industrial nation. It is the world's leading wool producer; the fourth largest wheat exporter; the Free World's No. 1 sugar exporter; and the principal lead producer, supplying more than one-half of global needs.

It is estimated that 35% of the world's known reserves of bauxite ore are in Australia, enough to supply the Free World needs for more than 100 years!

Australia also holds large reserves of coal, and inestimable resources of iron ore. In Western Australia, alone, iron ore export contracts, mainly with the Japanese, could be worth over $3 billion in the next 20 years.

Recent oil discoveries have resulted in public speculation that Australia may produce 60-70% of its crude oil requirements by the end of 1970.

Over the past five years, Australia's annual growth rate (GNP) has averaged 5½% at constant prices. Twenty-seven percent of its national income is going into fixed capital development, compared with figures of 16 to 17% for the United States and the United Kingdom. The only major country with a higher rate is Japan.

Australia has one of the highest per capita incomes in the world; it is also one of the most highly motorized countries in the world, with one automobile to every three people.

To fill the growing needs of its industries and development projects for raw materials and capital goods and equipment, Australia must rely for the bulk of its export income on the sale of a limited number of primary products abroad. As a result, its balance of payments position is affected by fluctuations in world market prices for its principal export earners such as wool and wheat. Because of this, there is a chronic tendency to run into current account deficits, and the country must rely on a high level of capital inflow to pay its way.

Fortunately, however, the inflow of investment capital from overseas has been steady in the post-war period, and now totals over $7.8 billion. Although

SYDNEY HARBOR BRIDGE traffic congestion creates never-ending problems for the city planners. About four-fifths of Australia's population lives within radius of 750 miles of Sydney and its 2.5 million people.

there has been some apprehension as to what effect U.S. direct investment controls will have on Australia's future development, investment capital from the United States and the United Kingdom in the first eight months of this fiscal year (July-Feb.) continued to come in, and was double that of the same period a year earlier.

Total U.S. direct investment in Australia is now valued at over $2 billion and is heavily concentrated in manufacturing, although there has been a steep rise in mining investments in the last three years. This investment capital, with the technology and up-to-date equipment that accompanied it, has played a leading part in Australia's industrial progress, and has also generated a continuing demand for U.S. goods.

Manufacturing climbs

Australia's manufacturing industry has grown rapidly since the end of World War II, and although expansion has been widely spread throughout the industrial structure, it has been highlighted by intensive developments in the engineering, vehicles, chemicals and construction materials industries.

A wide range of consumer goods is also produced.

In moving from a primarily agricultural economy toward a developed industrial state, Australia now has some 62,000 factories producing goods valued at over $15 billion annually. Almost 30% of GNP is contributed by manufacturing industries, a proportion similar to that in the United States. More than a third of the country's labor force of nearly five million is currently employed in factories.

The growth in Australia's industrial complex means that some 75% of its import requirements are for industrial materials and equipment which affords the prime sales area for U.S. products in that country. However, the United States has more than kept pace with the growth requirements for capital equipment and producers' materials.

More than one-half of U.S. exports to Australia in 1967 were comprised of machinery and transport equipment valued at more than $475 million, including aircraft, tractors, machinery for special industries, telecommunications, equipment, mechanical handling machinery, and electrical controlling and measuring apparatus.

Although a large portion of U.S. exports to Australia are traditionally comprised of machinery and transport equipment, large amounts of cotton, tobacco, chemicals, fuels and plastics are also marketed there.

While the United States moved into first position as a supplier to the Australian market in 1967, competition from other countries is keen and U.S. exports will encounter increasing competition from now on. The United Kingdom is endeavoring to recover and improve its position, which is now very favorable as a result of reductions in cost of British goods following sterling devaluation.

Japan, although holding only 9.8% of the Australian import market, has displaced the U.K. as the principal market for Australian exports. Japan probably will intensify its efforts to redress the unfavorable balance of trade which it now has with Australia. France, Germany, and Italy have also stepped up their trade promotion efforts in recent years.

Despite keen competition and high tariffs on most industrial goods, the growth of U.S. sales to Australia is expected to continue in the short term mainly because of healthy economic conditions internally. For the long term, growth will continue to be related directly to the expansion and diversification of manufacturing industry, and the extensive developments in iron ore, bauxite, petroleum and gas, and other minerals.

Market profile—Australia

Area: 2,974,581 square miles, 39% in tropical zone; much of interior is arid. Warm temperatures with mild winters.

Population: 11.7 million (June 1967). About four-fifths of total within radius of 750 miles of Sydney. State capital cities: Sydney, 2.5 million; Melbourne, 2.2 million; Brisbane, 778,000; Adelaide, 770,000; Perth, 558,000; Hobart, 141,000. National capital, Canberra, 93,000.

Economy: Gross national product, fiscal 1967 at current prices, $25.5 billion. Manufacturing industries contribute almost 32% of GNP; primary production and mining, about 15%.

Agriculture: Country produces more than one-fourth of world's wool, and about 55% of total fine quality merino wool. Other leading products: meat, dairy products, grains, sugar, fruit.

Minerals: Valuable deposits of coal, lead, zinc, copper, iron ore, gold, silver, tin, tungsten, uranium, antimony, wolfram, bauxite, zircon, manganese, cobalt, cadmium.

Industry: Diverse in output; some 61,686 factories produced goods valued at about $7 billion in fiscal 1966. About one-half make heavy machinery; other manufactures are chemicals, sawmill products, clothing, food, beverages, tobacco.

Finance: Monetary unit, Australian dollar ($A) divided into 100 cents, equaling US$1.12. Gold and foreign exchange reserves, $1.2 billion as of December 1967, or over four months' import requirements.

Power: Electricity and gas available in industrial areas and being extended into rural areas. Some 30 billion kw.h. of electricity produced annually, 73% coal-generated. Hydropower should be doubled on completion of the Snowy Mountain schemes. Significant discoveries of oil and gas loom large as future energy sources.

Foreign trade (1966-67): Imports—$3.4 billion; U.S. share 25.7%; U.K., 23.7%; Japan, 9.7%. Four-fifths of imports were capital goods, raw materials, semi-manufactured items. Exports—$3.4 billion; Japan, 19.4%; U.K., 13.3%; U.S., 11.9%. Mainly wool, grains, meat, minerals, sugar.

Trade policy: Affords tariff protection to "economic and efficient" domestic industries. Grants preferential tariff rates to imports from U.K. and certain other Commonwealth countries. Only three items remain subject to import licensing restrictions.

Trade prospects: U.S. exports to Australia increased 36.6% in 1967 to $891 million. Prospects good for further increases, particularly in heavy machinery, including construction and roadbuilding equipment.

Fifteen industry groups combine to stimulate sales in Australia

Expanded Pan Am Multi-Trade Mission scheduled to begin promotion in Sydney; will visit other cities, countries

Fifteen industry groups—three more than the dozen reported Apr. 1 in INTERNATIONAL COMMERCE—have been scheduled to begin a trade promotion campaign in Australia on Apr. 29.

The multi-mission—for which sections were organized by various industries, associations, chambers of commerce and States—is traveling to Sydney aboard the Pan American inaugural flight on a new route in the South Pacific area.

Several National and Regional Export Expansion Council members, press representatives, and Commerce officials also are passengers.

Briefing in Samoa

Arriving in Pago Pago, American Samoa, Apr. 27, the mission was scheduled for a briefing by Commerce Department officials before crossing the international date line into Sydney the following day. There the participants will be hosted by the Sydney Chamber of Commerce and the Chamber of Manufactures.

The group will move on to Melbourne May 3. Many plan to visit other cities in Australia; some will travel to New Zealand, others to Japan, Singapore, Malaysia, and Thailand.

Products of the firms represented are those reported to offer the best potential for sales.

Members of the individual missions comprising the multi-mission, and the firms they represent, are:

Minneapolis Chamber of Commerce: Fred Bieber, Aerometal Products, Inc., Louis R. Brewster, Wellens & Co., Harry A. Murphy, Sr., Gray Co., Inc., all of Minneapolis.

Motor & Equipment Manufacturers Association and the **Overseas Automotive Club, Inc.:** Automotive section—John M. McDonnell, E. D. Allmeninge, Inc., New York; Dean W. Morrison, Bear Manufacturing Co., Chicago; Herbert Naper, Sun-Electric Co., Chicago.

Welding section—Clarence B. Abel, Miller Electric, Appleton, Wis.; A. M. Andrews, AIRCO Welding Products, New York; Howard B. Cary, Hobart Bros. Co., Troy, Ohio; Thomas B. Jefferson, Jefferson Publications, Inc., Morton Grove, Ill.

These two sections plan to visit Bangkok to work with the U.S. Trade Center staff in formulating recommendations for product familiarization and other training programs.

Virginia State: Walter M. Dotts, Jr., Richmond, Va.; Robert A. Englander, Simplimatic Engineering Co., Lynchburg, Va.; G. Clinton Moore, G. W. Haab Co., Inc., Richmond, Va.

Ohio State: Glen W. Allen, International Trade and Development Division, Columbus, Ohio; Richard E. Lydon, Lydon & Associates, Inc., Cleveland, Ohio; E. F. Mulligan, Jones Metal Products Co., West Lafayette, and president, Ohio Manufacturers' Association.

Permian Basin: Aubrey K. Barlow, McVean & Barlow, Inc., and H. M. Hamilton, Bell Engineering, Inc., both of Odessa, Tex.

Commonwealth of Pennsylvania: Frank Payne, Bureau of Business Services, Harrisburg (see INTERNATIONAL COMMERCE, Apr. 22, p. 3);

Dairy & Food Industries Supply Association, Inc.: Joseph S. Cunningham, association executive vice president, Washington, D.C.; Paul Girton, Girton Manufacturing Co., Millville, Pa.

National Machine Tool Builders Association: Henry M. Frechette, Kingsbury Machine Tool Corp., Keene, N.H.; Robert Margin, Landis Machine Co., Waynesboro, Pa.

Consulting Engineers Council: John Donley, Houston Training Center, Northern Systems Co., Houston, Tex.; Mark M. Mayers, Green Associates Inc., Baltimore, Md.; Robert Morse, Brandt & Morse, Richmond, Va.; Barry F. Mountain, Daniel, Mann, Johnson, Mendenhall, Los Angeles, Calif.; Richard H. Stanley, Stanley Consultants, Muscatine, Iowa.

Los Angeles Chamber of Commerce and **Electronic Industries Association:** David Copple, FMC Corporation, Riverside, Calif.; Thomas P. Collier, Thomas P. Collier & Associates, Los Angeles, Calif.; Jack Arthur Haner, Hewitt-Robins, Inc., Stamford, Conn.

North Carolina State: G. R. Babcock, Pelton & Crane Co., Charlotte, N.C.; Bobby Lee Gill, Strandberg Engineering Lab., Inc., Greensboro, N.C.; Ronald E. McCowen, Department of Conservation and Development, State of North Carolina, Raleigh.

Automation Industries: Roger Bolz, Automation Magazine, Cleveland, Ohio; Edward W. McCaul, Jervis B. Webb, Detroit, Mich.

International Executives Association: Frederick D. Lehn, IEA executive director, New York City.

NEEC/REEC representatives are: C. Lee Babin, Dunham-Bush International, West Hartford, Conn.; John R. Kimberly, Kimberly-Clark Corp., Neenah, Wis.; John H. Maffeo, Maffeo & Sons, Phoenix, Ariz.; William A. Muriale, Bank of America, San Francisco, Calif.; Howard L. Phillips, Nordberg Manufacturing Co., Milwaukee, Wis.

Commerce representatives are: Mrs. Deane M. Black, Australia-New Zealand desk officer, Office of International Regional Economics; Charles F. Boehm, Director, Office of Field Services; Roy Gootenberg, Director, Trade Missions Division, Office of International Trade Promotion; Mrs. Marion M. Meadows, Executive Secretariat, Office of the Secretary; John J. O'Neill, Jr., Trade Development Center Staff, OITP; C. Alphonso Smith, Special Assistant to the Director, Office of Publications and Information for Domestic and International Business.

Broad press coverage for business community

The Pan Am Pacific Multi-Trade Mission will be accompanied on its flight to Sydney by a major representation from U.S. business and news periodicals, press services, and newspapers. Thus, the work of the mission will be broadly covered for the U.S. business community.

Magazines and press services represented on the business tour are American Exporter, Business Abroad, Business Week, Christian Science Monitor, Copley News Service, Fairchild Publications, Hearst Newspapers & Headline Service, Nation's Business, Scripps Howard Newspapers, Time magazine, United Press International, U.S. News & World Report.

MINERALS DEVELOPMENT is moving rapidly in Western Australia. Above, iron ore pelletizing plant, partly owned by Kaiser Steel, was dedicated last month.

U.S. has become top import source for Australia, where strong growth indicates continued good prospects

While price-conscious, Australian buyers are attracted by quality of U.S. goods; Commonwealth preference is chief U.S. handicap

By PAUL H. BRENT
Commercial Attache,
U.S. Embassy, Sydney

With a GNP growth rate of more than 5% in constant prices and a higher percentage of national resources flowing into fixed capital investment than even the United States, Australia offers a highly favorable market for sales of U.S. goods in the immediate future.

During the fiscal year which ended last June 30, the United States for the first time replaced the United Kingdom as the leading supplier of Australian imports, with a market share of 25.7%. During the last half of 1967 the United States moved into second place as a market for Australia's exports and Japan displaced the United Kingdom from the top position it had traditionally held.

The recent annual growth of imports from the United States has been steady at around 5%. Australia's shipments to the U.S. grew at about the same rate.

The Australian buyer is greatly interested in what the United States has to offer, whether it is industrial goods or consumer products. Australia's businessmen want the newest machinery, equipment and technology. In addition to economic and political interests, the U.S. and Australia also have many similar consumption patterns which should aid U.S. producers in selling to the Australian market.

The chief drawback in exporting to Australia is the import tariff and the competitive disadvantage which U.S. goods face due to preferential tariff rates granted to goods coming from the United Kingdom and other Commonwealth countries.

Although tariffs on many products are high, they do not represent insurmountable barriers. The Australian manufacturer is interested in the best product for his needs, including maximum efficiency, durability and quality. Australian consumers are perhaps more price conscious, but he too appreciates quality, uniqueness and style, and he looks to the U.S. for new products.

The value of the total trade between the United States and Australia in fiscal 1966/67 (July-June) was close to $1.3 billion—$878 million in Australian imports from the U.S. and $403 million in Australian exports to the United States.

Metal working and fabricating is one of the most concentrated and active industrial fields in Australia—as a matter of fact, Australia has the highest per capita consumption of steel among developed countries. It is an important primary steel producer, blessed with iron ore, coal and other minerals needed to make high quality steel. The growth rate of the metal fabricating industry has

averaged 9.1% per year over the last decade. With the integrated steel industries now planned in Western Australia and South Australia and the enlargement of the steel plants in Victoria and New South Wales, it is quite clear that this industry will continue to grow at a strong rate.

The U.S. is an important supplier of metal working equipment but because of the strong growth taking place in Australia, there remain many untapped opportunities for alert and energetic American businessmen.

In Australia, 27.1% of resources flowed into fixed capital investment in fiscal 1965-66, compared to a rate of 16.5% in the United States. Only Japan surpassed Australia among the major developed countries.

With the continuing development of natural resources, growth in manufacturing and emphasis on export earnings, Australia represents a good market for industrial equipment, particularly metal working equipment and related types of machinery for industrial production.

Australia manufactures certain basic lathes, drilling machines, and grinding and shaping machines, so the real market opportunity lies in the more sophisticated machine tools which the United States produces. Production volumes in Australia are much more limited than they are in the United States and therefore equipment for export to Australia should be somewhat modified from the high production machines in use in the United States.

Must retool

Australia is faced with the necessity to retool for more efficient production, since it is a relatively high-cost producer of manufactured goods and there is a prospect of increased costs in Australia mainly because of recent labor awards and pending negotiations for higher wages.

To take advantage of the opportunities in this field, assess the market personally in Australia, draw on Foreign Service reports available through Department of Commerce Field Offices, or show your wares at some of the well-established exhibitions in Australia such as the International Engineering Exhibition in Sydney, Aug. 19-24. This show alternates between Sydney and Melbourne, and the 5th International Engineering Show will be in Melbourne Aug. 4-9, 1969. This exhibition is the leading market place in Australia for machine tools and metal working machinery and engineering equipment of all kinds.

Materials handling equipment—particularly for the mining and construction industry: Exciting developments are taking place in the minerals field in Australia. It is a veritable storehouse of the essential minerals of industry. There are great mountains of iron ore analyzing as high as 64% iron which are now being developed jointly by Australia and foreign companies. The whole of Western Australia is moving at a rapid pace in minerals exploration and development.

All this presents export opportunities for the sale of materials handling equipment, to say nothing of the more prosaic demand for such equipment for the construction industry. Except for the automobile industry, which is very efficiently organized, there is a need in all industries for reducing costs in the handling of industrial materials. Increasing labor costs and the pressure of competition dictate this.

As evidence of this strong interest a conference will be held July 8-13 in Sydney, accompanied by an exhibition of mechanical and materials handling equipment. It is sponsored by the Sydney Chamber of Commerce, the National Materials Handling Bureau and the Chamber of Manufacturers of New South Wales.

This exhibition presents an excellent opportunity for U.S. manufacturers to assess Australia's needs in the field of materials handling equipment and an opportunity to show what the United States has to offer. A related show will be staged in Melbourne Aug. 4-9, 1969 devoted to mining, construction, plant, and materials handling equipment. It will run concurrently with the 5th International Engineering Exhibition mentioned previously.

Electronic instrumentation for industrial process control: Australia's industrial plant is in a constant state of modernization, and there is an excellent market for electrical instruments and control devices for industrial production. As a parallel to the need for materials handling equipment, automation is a subject of keen interest, and U.S. technical progress in the field of automated production is recognized. Conferences and exhibitions designed to bring together the latest in control electronics, telecommunication instruments, and automation are to be held in Sydney, May 13-17, and Melbourne, Aug. 5-10.

Packaging machinery: The recognized need for improvement in packaging techniques in Australia suggests excellent marketing opportunities for U.S. manufacturers of packaging machinery. Many consumer products are attractively packaged, but consumer convenience packaging is generally lacking.

The industrial packaging machine field also warrants further investigation. Dairy products packaging, particularly fluid milk, is far behind techniques in the United States, and glass bottles are still the principle form of packaging fluid milk products.

The Packaging Machinery Exhibition to be held in Sydney May 19-24, 1969 is a good showplace for U.S. manufacturers who wish to investigate the Australian market.

The dairy industry is important in Australia both from a domestic and an export point of view and cost saving is essential to the well-being of the industry so that Australia may be able to maintain its position in world markets.

The Commonwealth Government has a plan to revitalize the dairy industry by taking out of production some smaller units and consolidating the remaining ones for more efficient operation. This underscores the opportunities in the field of dairy machinery and the related dairy product processing equipment.

U.S. manufacturers have two facilities through which to make their own assessments and to show their wares at the first National Dairy Exhibition and Conference in Melbourne, mid-June 1969, and at the XVIII International Dairy Congress to be held in Sydney October 1970.

Waste disposal and air pollution control equipment: Australian cities have some of the same problems that we have in the U.S. in terms of industrial pollution and disposal of waste material. Garbage is also a major problem in the metropolitan centers. Modern processes for handling such materials, creating power from their elimination and by-products for use in agriculture are therefore in demand.

U.S. equipment to control and reduce exhaust fumes and other pollutants could also sell well in Australia. A Clean Air Act is now in effect in Australia making it mandatory for Australian industry to minimize industrial exhausts and dis-

More than 50 automated Trade Lists for Australia

More than 50 automated Trade Lists for Australia—names of firms handling a specific commodity or performing a certain service—are now available.

For information on what commodity lists are automated, and how to get them, see page 54 of this issue of International Commerce.

charge of waste materials. Sydney and Melbourne are both concerned with this problem and the time is ripe for energetic American salesmen to visit Australia and convince industries and municipalities of their equipment's value. A Municipal Services Exhibition to be held in Sydney, June 30-July 5, 1969, is one avenue for approaching this market.

Automotive testing and servicing equipment: Australia is a country of high automobile ownership—approximately three persons per vehicle. This is among the highest in the world and this statistic becomes very convincing during any daytime hour in some of Australia's larger cities. This brings with it the requirement for efficient servicing and repair facilities. While there is a wide diversity of equipment in automotive shops in Australia, the U.S. has something to offer which can improve their automotive servicing. Well organized automobile shows are held in Melbourne and Sydney annually.

Surgical and dental equipment: The technological progress of the United States in this field is recognized. Medical and dental care have not kept pace with the rapidly increasing population and there is also a shortage of nurses—so any equipment which makes the job of caring for patients easier and more efficient will be looked at with interest. More particularly, modern professional dental and surgical equipment should find an attractive market since many members of the Australian medical professions were trained in the U.S. and are interested in bringing U.S. techniques and equipment to Australia.

There are many other fields which are worthy of exploration in Australia, but the American businessman should come out and have a look for himself. He will be convinced, as I am, that there are many opportunities for U.S. sales in a country which has a population growth rate of approximately 2% per year from immigration and natural increases—and a GNP growth rate cumulatively over the past ten years registering 42% in constant prices. Economists predict a constant growth rate of between 4 and 5% in future years. Australia ranks sixth in per capita GNP among all nations.

A considerable variation exists in growth patterns in Australia. Forty percent of the total population lives in urban centers and 80% of the population is concentrated on the eastern seaboard, stretching from Brisbane in Queensland to Adelaide in South Australia.

The rest of the country is very sparsely populated, although Western Australia, the largest state in area, has almost a million people. This state is growing at approximately twice the rate of most of the older settled states. Extensive mineral exploration and development is taking place and vast areas of land are being opened through irrigation projects.

Australian and U.S. capital have joined forces in the development of bauxite, iron ore, coal, lead, zinc, salt and other minerals in Western Australia. American engineering skill has made it possible to extract iron ore which has been locked for centuries in these dry mountains. At any given time there is at Hamersley Iron's Dampier loading port a stockpile of nearly a million tons of iron ore ready for shipment to Japan and other countries hungry for this vital industrial material.

A new iron pellet plant has just been put into production at Dampier. At Port Hedland American construction companies are involved in building a 265-mile railroad to tap the rich iron resources of Mount Newman.

A whole new port is being developed jointly with Australian, U.S. and Japanese interests. This is truly international cooperation at its best. Western Australia is also developing a large solar salt industry with substantial U.S. company participation.

Australia needs two things: people and capital. It is going about the business of people systematically and welcomes capital from abroad. There is a recognition by the Government and by business people that Australia cannot be developed to its fullest potential in a reasonable period of time without a substantial contribution of private capital from abroad.

Australia, by maintaining an open door policy with equal treatment for foreign investors and domestic business alike, wants to assure that this essential capital continues to come in. Australia has a stable government and a stable economy, two conditions that are fundamental to attracting foreign capital.

Approximately 25% of Australian industrial capitalization as of the end of 1966 was held by foreign interests. Over half of this foreign investment is British and approximately one third is held by American interests. Total private direct U.S. investment, $2 billion, has been growing by $250-300 million a year.

Most of this growth has taken place in the last ten years and it is distributed through all segments of Australian industry. There is even American investment in the livestock industry and the cotton and rice producing fields. American industrialists going to Australia will receive fair treatment—they are welcomed as partners in the development of Australia.

Indiana mission in Sydney

Sydney was the first stop in Australia for the Indiana trade mission that took off last month to spend several weeks in the Far East.

The mission was enthusiastic about the warmth with which they were received and about the trade potential they found there. The contacts made by the participants are expected to open up the local market for additional imports of U.S. goods, and promote even closer commercial ties between Australia and the United States, the U.S. Consulate in Sydney reports.

BAUXITE is among Australia's chief minerals. Below, Queensland Alumina Ltd.'s plant at Gladstone.

AUSTRALIA'S INDUSTRIES are diverse. Above, chemists at work in new laboratory of M&T Products Pty. Ltd., plating and coating suppliers, Melbourne. Complex also houses manufacturing facilities.

Australian economy is healthy despite recent problems, but full effects of devaluation are still due

British move will make it difficult for U.S. to retain newly-won position as nation's top import supplier; drought causes concern

Australia's economy has successfully weathered a series of recent problems, but the final results are not yet in on the full effect of the devaluation of the pound and the recent droughts throughout the southern part of the nation. This is the verdict of the latest Economic Trends Report submitted by the U.S. Embassy in Canberra.

The serious drought seems likely to have an unfavorable effect on agricultural equipment sales, both by U.S. subsidiaries operating in Australia and those firms exporting from the United States. The drop in wheat production will mean that the demand which was evident last year for storage facilities will disappear in the short term; on the other hand a return to normal weather this year would bring increased sales opportunities for grain storage equipment.

The U.S., which only a year ago nosed out the British for first position as supplier of goods to Australia, may have difficulty in maintaining that position as a result of reductions in the cost of British goods following sterling devaluation. Although reductions have not generally been as great as the devaluation percentage might indicate, the British have been active in publicizing the new price advantages.

A corollary of this situation may well be a reduction in the very substantial favorable trade balance which the U.S. enjoys with Australia, although it is too early to do more than conjecture on this point. Australian authorities have expressed concern lest the January 1968 direct investment restrictions by the United States might slow up many current important development projects, particularly in mining, petroleum and natural gas areas. Both from the standpoint of increasing exports and that of reducing dependence on imports (notably petroleum), the Government considers it essential that an adequate flow of capital into the country continue over the crucial period of the next two or three years. The recent windfall of British portfolio investment is not counted on after the present month.

The Government has noted that it can no longer call readily on the U.S. or the U.K. market for new money, and that the main source of official borrowings will probably continue to be the international dollar market, crowded though it already is.

The extent to which the newly-established Australian Resources Development Bank will be able to call upon the Eurobond market in the light of increasing demands of American companies is doubtful.

Recorded exports in the six months ending December 1967 were 5.8% in value over the same period in 1966, principal increases taking place in wheat and flour, iron ore and concentrates, other ores and chemicals. Exports of wool, hides and skins and iron and steel were significantly lower. Considering the fall in prices of wool and other primary products, this result, while not spectacular, is judged satisfactory.

With imports also increasing 5.8% during 1967, there was a relatively small trade deficit of $42 million. With no immediate improvement in this situation foreseen, the problem will be to get through to 1969/70, when the country will begin to reap the fruits of the great expansion in minerals exports and show substantial savings in its annual petroleum import bill.

The surge of British capital into Australia, mostly into portfolio investments in mining stocks, in the last half of 1967 and to date in 1968 has given substantial and unexpected support to Australia's foreign exchange reserves.

A large element in this inflow is generally regarded as a speculative movement in anticipation of tighter controls of portfolio investment out of Britain as part of budget restraints expected in March on the British private sector. The consensus of observers is that most of this money is likely to stay here indefinitely, although some repatriation could occur if British buyers of minerals shares decide to take their profits.

The same observers warn that this recent bulge in capital intake from Britain should not lull Australia into a false sense of security about the future extent to which the country can expect capital inflow to buttress the balance of payments. They note that direct investment from the U.S. and Canada dropped 12.4% in fiscal 1967 from the previous year, and that from Britain dropped 46%, and that this trend is likely to continue.

The Government has set up panels to study the effects of sterling devaluation on industries, including the agricultural sector, and to make appropriate recommendations for relief. Some recommendations have been received but not yet acted upon.

A possible action in the tariff field may be the narrowing of margins between general and preferential tariff rates, thus cutting the British margin of preference. Apart from a reimbursement to the Wheat Board of A$29 million of the A$30 million on outstanding sterling contracts, further relief action seems doubtful before July 1.

Despite the devaluation of sterling, particularly coming as it did at a time of reduced export prices for some of the country's major commodities, and drought conditions over large parts of southern Australia, the firm upward trend in demand and activity is continuing in the economy.

Consumer spending, in particular, is reported buoyant, preliminary estimates of retail sales pointing to a high level of spending by consumers to far this financial year. New passenger vehicle registrations rose strongly throughout 1967, reaching in the December quarter a level 12% above that of a year earlier.

New dwelling starts remain constant at the high level sustained in earlier quarters, while new dwelling approvals have moved further above the high levels reached earlier, and approvals of non-residential buildings have continued to rise strongly. Only in private investment in plant and equipment is there continued sluggishness in expenditure.

Latest production statistics (December quarter) show that of the 27 basic indicators of production surveyed, 19 showed an increase over the same period of the previous year.

The Government announced in February that gross rural production for the fiscal year ending June 30 was expected to be down 10% from the record of the previous year, due mostly to a decline of 40% in the wheat crop. This would still be 5% in volume (but not value) above that of the fiscal 1966 drought year. Although primary industry prospects looked good at the beginning of the season, as the season progressed conditions deteriorated and by midsummer many southern areas were affected by drought.

RECENT FINDS bring speculation that Australia may produce 70% of its crude oil needs by 1970. (This and the photo of the General Motors plant on the following page were furnished by the Australian News and Information Bureau.)

Although the rural sector has declined to 10% of the gross national product, it still accounts for about 70% of Australia's exports. The Minister for Primary Industry noted that although the fall in value of agricultural exports would be offset to some extent by the rise in exports of minerals and manufactures, "in the face of our growing need for imports for our expanding economy and our heavy defense commitments, this fall in rural export earnings is most disappointing."

A further disappointing development of recent months is the continuing high rate of increase in government spending, which rose by some 7% in real terms in fiscal 1967 and seems likely to show another similar rise in 1968.

The strategy of the fiscal 1968 budget when it was announced last Aug. 15 was to restrain the growth in all public spending to about the proportion of GNP which it currently represented, thus allowing government expenditures (including defense) to rise no faster than expected growth in GNP and concentrating a greater proportion of the increment in GNP in the private sector.

The faster rise in government spending

Major upcoming Australian trade fairs

The following list details some of the major trade exhibitions planned for Australia for the balance of 1968. Further details are available from the Bureau of International Commerce (Code 922), U.S. Department of Commerce, Washington, D.C. 20230.

Brisbane	Queensland Industries Fair	May 3-18
Perth	CETIA—Control, Electronics, Telecommunications, Electronics, and Automation Exhibition	May 13-17
Perth	Australian Catering Show	June 17-21
Melbourne	National Boat and Sporting Exhibition	July 5-13
Perth	Mechanical and Materials Handling Exhibition and Conference	July 8-13
Builth Wells	Royal Welsh Show	July 23-25
Sydney	International Boat Show	July 26-Aug. 3
Melbourne	International Instruments, Electronics, Automation Show	Aug. 5-10
Brisbane	Royal Agricultural and Agricultural Show	Aug. 8-17
Sydney	International Engineering Show	Aug. 19-24
Melbourne	National Accommodation and Catering Exhibition	Aug. 26-28
Sydney	International Motor Show	Sept. 6-14
Perth	Royal Agricultural Society of Western Australia Exhibition	Sept. 19-26
Melbourne	Royal Melbourne Show	Sept. 19-28
Sydney	Chemical, Petroleum, and Gas Industries Exhibition	Oct. 7-11
Melbourne	International Consumer Goods Fair	Oct. 7-12

has however tended to fill in the gap caused by drought conditions and the failure thus far of private fixed capital expenditures to show the faster rate of growth which also formed an important part of the budget strategy.

In a public statement Feb. 29 the Minister for Labor and National Service told the nation that the Government had been obliged by events to make greater demands for resources, in large part but not wholly, to meet the rapidly increasing defense requirements. It was most important for the whole community to realize that thoughts of increasing personal standard of living must be subordinated to the needs of the nation.

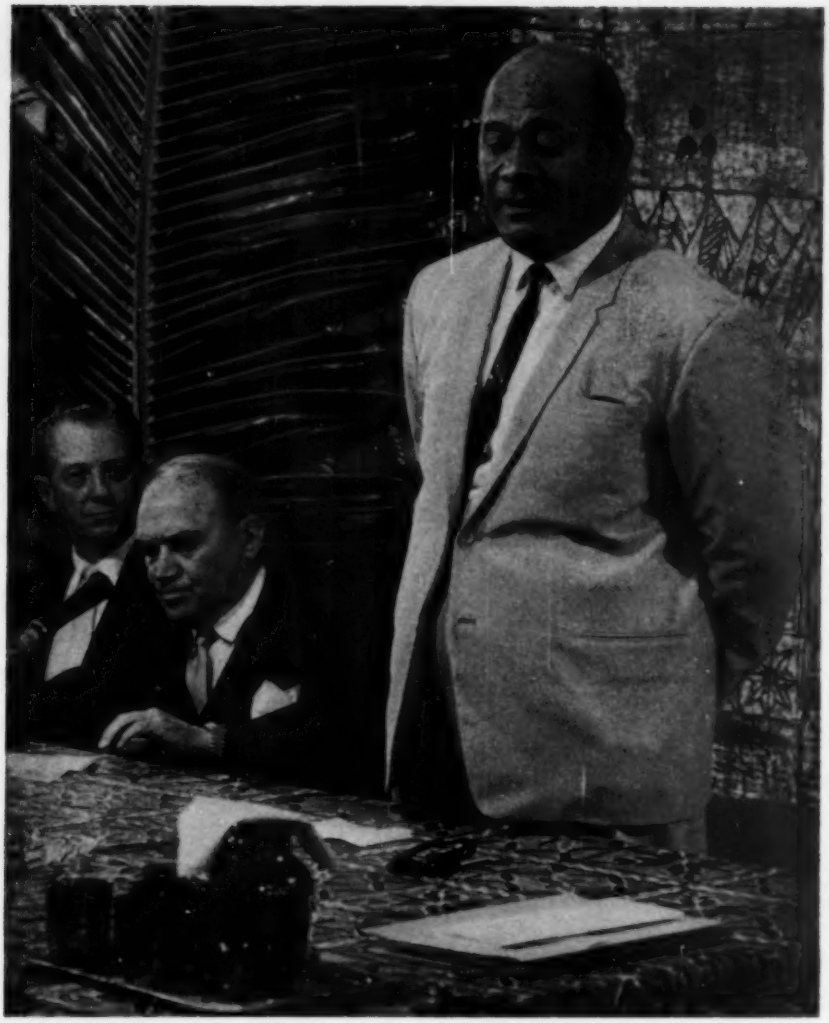
This call for self-sacrifice was not accompanied by a commitment to matching sacrifice in the public sector. Assuming that the current growth of defense and other government spending continues, financial writers have suggested that taxes will be raised or some form of wages control instituted.

Spurred by drought-induced higher food prices, consumer prices are rising at an uncomfortably high rate, 3.6% at the end of 1967 over a year previous.

One explanation which has been advanced is that productivity in Australian industry has been increasing, following the rise in factory output now taking place, with Australian industry more able to absorb the substantial increases which have taken place in money wages. A corollary of this argument is that there has been a substantial increase in real wages during the same period.

AUSTRALIAN DAIRYING is said to be among most advanced in world. Above, milk plant, Queensland.

AUTOMOTIVE MANUFACTURE has grown rapidly in Australia. Below, the body and vehicle assembly plant of General Motors-Holdens, Ltd., at Victoria.



PARTNERSHIP FOR PACIFIC PROGRESS, the South Pacific island nation of Western Samoa recently took a giant step into the modern world by signing a partnership agreement with Potlatch Forests of San Francisco. Prime Minister Fiame Mata'afa (right) and Potlatch president Benton R. Cancell (center) signed the 40-year agreement, which calls for the sustained-yield harvesting of Western Samoa's exotic rain-forest timber. Potlatch will begin immediately to build a sawmill and veneer slicing plant to produce hardwoods for furniture and decorative paneling. Western Samoa will receive 25% of the profits in lieu of income taxes for the first 10 years. The signing ceremony was held in the Samoan White House.

Thailand revises tariff rates on various items

Substantial tariff revisions on a number of items have been announced by Thailand's Department of Customs.

Of particular interest to U.S. exporters, imports of prepared animal feeds and residues and waste from the food industry, previously subject to 30% duty, now are duty free. Duties on rosin and resin have been cut from 30% to 15%, and duties on insecticide spraying equipment have been reduced from 15% to 5%.

On the negative side for U.S. exporters, duty rates have been increased on virtually all textiles and clothing, carpets and glassware.

For further details on the new Thai tariff rates, which became effective Feb. 15, **write:** Far Eastern Division, BIC-892, U.S. Department of Commerce, Washington, D.C. 20230, or any of the 42 U.S. Department of Commerce Field Offices listed on p. 49 of this issue.

Botswana enacts investment law

Legislation aims to encourage development of industries

Botswana, a newly independent country in Southern Africa, recently has enacted legislation designed to provide for the licensing and protection of manufacturing industries established within the country.

Entitled "An Act to Encourage and Control the Orderly Promotion and Development of Industry in Botswana," the legislation is applicable to any enterprise employing ten or more persons, or using machinery of 25 horsepower or more.

Under the terms of the act, an application for a license to manufacture a product within Botswana generally will be approved if: the proposed location of the enterprise is suitable, protection for the manufacture of the product had not previously been granted to another enterprise for manufacture of the same product, and the granting of a license appears to be in the best interests of the country.

Applications for a license, and for protection, should be submitted to the Minister of Commerce, Industry and Water Affairs, Private Bag 4, Gaberones, Botswana, with an application fee of $14.

Protection, if granted to a "pioneer" industry, will be publicized in the official *Gazette* and will prohibit all other firms from manufacturing the product within Botswana. Protection can be granted for a period of up to four years and may be extended for an additional four years at the discretion of the President of Botswana.

Interesting openings

Botswana offers some interesting opportunities for U.S. investors, as the country has significant deposits of such minerals as copper, nickel, diamonds, coal, and salt which are expected to be exploited in the near future.

Additionally, good prospects for investment exist in the tourist industry and in processing raw materials, such as cotton, leather, livestock, or fish.

An Investment Guaranty Agreement was concluded recently between Botswana and the United States, under which U.S. investors may obtain both specific and extended risk guaranties from the Agency for International Development.

For a loan copy of the act, **write:** Africa Division, BIC-884, U.S. Department of Commerce, Washington, D.C. 20230.

WORLD MARKET REPORT, PAGES 12-15

U.S. export share fell in most markets in '67

Sales to Canada, Japan, and United Kingdom, however, reached record levels

Purchases of U.S. goods were increased in 1967 by the majority of our 50 principal trading partners. The rise in imports from American suppliers, however, occurred in fewer markets than in the preceding year. Our share, moreover, improved or held level in only about a third of the leading markets.

Official gold and foreign exchange reserves of the countries shown in the accompanying table rose by $1.6 billion in 1967 to a total of $53.4 billion. The developed countries, with about 85% of the reserves at year end, accounted for somewhat more than half of the rise.

Imports higher

More than two-thirds of the 50 key markets expanded their total imports last year. Among the more developed group, Japan reported the fastest rate of increase in arrivals of foreign goods. Under the stimulus of surging industrial production and considerably higher investments in plant and equipment. the Japanese market absorbed 22% more goods from abroad than in 1966.

Canadian and Italian imports climbed by an eighth. Half of Canada's greater receipts of merchandise comprised duty-free motor vehicles and associated engines, parts, and accessories under the automotive products trade agreement with the United States. The rise in foreign purchases by Italy was sparked by its continued high level of economic activity.

Displacing Germany as the free-world's second largest market, the United Kingdom expanded imports by 6% in 1967 despite the sluggishness of its economy. The yearly total was boosted by the sharply higher cost of foreign products received in the final month and a half following the devaluation of the pound. Except for Norway's strong advance of 14%, increases hovered around 5% for the eight other developed countries which posted higher purchases last year.

The German economic downturn of 1966-67 was mirrored in the turn-around in its buying abroad. In contrast to a rise of 3% during 1966, the country's imports dropped by a like percentage.

Small declines were also experienced by Spain, Greece, and Turkey. Governmental restraints, imposed to correct a balance of payments problem, depressed Spanish imports. A business slowdown coupled with payments difficulties led to the Greek cutback. Exchange shortages also held Turkey's foreign purchases below their 1966 value.

The fall in wool prices and in exchange earnings led to strong deflationary measures in New Zealand. Imports, as a consequence, dropped by 12% for the year.

The Republic of Korea showed the highest import gain—57%—of any free-world market for which current statistics are available. Arrivals climbed as industrial production expanded and import restrictions were relaxed.

Although dampened by government restraints temporarily reintroduced in the latter half of the year, Pakistan's imports were a fifth higher in 1967. With the resumption of foreign economic aid, grain imports expanded and more industrial goods were received to restore depleted inventories. A similar rise in imports occurred in the Philippines where restrictions imposed last June to ease balance of payments problems failed to curb demand for foreign consumer and investment goods. The high rate of development spending and larger oil revenues were major factors in the 18% rise in Iran's foreign purchases.

In other countries

India's imports declined by a tenth, reflecting depressed industrial production and low levels of private and government investment. Also holding down arrivals was the reduction in PL-480 wheat shipments from this country.

Israel's relatively slow rate of economic growth during much of the year, combined with the effects of the Six-Day War, caused an 11% fall in imports. A reduction of double that rate in Colombia's foreign purchases is attributable to government efforts since late 1966 to curb the outflow of foreign exchange.

Fewer U.S. sales gains

Demand for American exports was generally weaker last year in the 50 principal world markets. In contrast to 1966 when more than three-fourths of these countries imported more U.S. merchandise, only around half of them expanded purchases here in 1967. Among the nations which expanded their imports from the United States, however, were six of our top ten outlets—Canada, Japan, United Kingdom, France, Australia, and Mexico.

Canada increased imports from the United States by 12% to a record $8.1 billion. This rate of gain, however, was smaller than in the preceding year, reflecting the slowdown in the Canadian economy and the deceleration in arrivals of duty-free automotive products. U.S. exporters, nevertheless, maintained their relative position in our ranking market.

With its economy growing rapidly, Japan quickened its buying in this country. Imports from the United States spurted by more than a fifth to $3.2 billion, also a new high, though our share slipped. The increase was largely in U.S. machinery and industrial supplies, notably scrap, logs, and coal.

Despite the static level of industrial output in the United Kingdom, our position in that market was strengthened by a 10% rise in sales. Main gainers were our machinery and aircraft.

Supplanting Britain as the principal source of supply to Australia, the United States provided one-fourth of the nation's foreign merchandise in 1967. Aircraft and construction machinery were especially buoyant items.

Increased Danish imports of our aircraft, telecommunications equipment, computers, oilseeds, and tobacco boosted arrivals of U.S. goods by 14%. This was

nearly three times the rate of gain in imports from all sources.

In contrast to a leveling in Belgium's total imports, those from American suppliers were 4% higher than in 1966. Purchases here expanded in aircraft, metals, and telecommunications apparatus.

U.S. sales to other members of the European Economic Community were generally lower in both value and share. The 7% decline in Germany's imports from this country was a consequence largely of a sizable contraction in demand for our agricultural commodities and metal-working, textile, and construction machinery, coupled with reduced availabilities from the strikebound copper industry. French imports of U.S. goods showed a modest increase of 2% but our relative standing suffered a slight setback.

Virtually all of our smaller developed markets also reported lower purchases of U.S. goods in 1967 as well as a decrease in the share held by our exporters. The cutback in sales was particularly sharp to Yugoslavia, Turkey, Greece, and Austria.

U.S. exporters scored their best rates of gain in Korea, Pakistan, Iran, and Hong Kong. Their relative position improved in each of these markets except for Korea. Although American imports into that country climbed by nearly half, to a total of more than a quarter of a billion dollars, Korean purchases from our competitors moved up even faster.

Bolstered by large shipments of U.S. Government-financed grain and iron and steel-mill products, Pakistan absorbed 36% more American goods than in 1966. The U.S. share of the strong Iranian market expanded to nearly a fifth. Arrivals from this country were 29% higher in the 12 months ending September 1967.

Machinery to Hong Kong

Although total imports into Hong Kong were only slightly higher, purchases from the United States jumped by more than a fourth in 1967. Machinery accounted for much of this substantial gain.

Our position weakened slightly in our two biggest markets in the developing areas—Mexico and India. Mexico's imports from the United States, however, were nearly a tenth higher in value in the year ending October 1967. In India, on the other hand, goods received from American suppliers fell by 11%. The cutback in PL-480 shipments contributed importantly to the reduction in Indian imports from this country.

In a number of other sizable U.S. outlets among the developing countries, our sales and shares declined last year. The drop in business for American exporters was substantial in Colombia and Israel, a fourth and a seventh, respectively. The fall was more moderate in Brazil, Argentina, and Peru.

A report on the value of total imports into all of the major free world foreign markets for which current statistics are available, and the U.S. share of those markets, is published quarterly in INTERNATIONAL COMMERCE. *The preceding report appeared in the issue of Jan. 29.*

A tabulation showing current changes in world import markets and in the U.S. share, as well as changes in reserve holdings of the various countries, is presented on pages 14 and 15.

The report was prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

The majority of our 50 leading trading partners increased their official reserves of gold and foreign exchange during 1967. The developing countries recorded a faster rate of gain than the developed group, raising their holdings to $7.4 billion, or 14% of the $53.4 billion total. The less economically advanced nations accounted for 45% of the rise shown by the principal markets.

The international financial crisis, climaxed by the devaluation of the British pound and various other currencies, was reflected in significant shifts in reserves of a number of countries during the final quarter.

Among developed nations

Among the developed nations, Italy, France, and Switzerland had the most substantial year-to-year expansion in reserves. Improving its position for the fourth year in a row, Italy boosted its holdings by $552 million to a total of $5.5 billion on Dec. 31, 1967. Emigrant remittances and earnings from tourism and services were principally responsible for the gain.

French reserves, after being level through the third quarter, moved up strongly in October-December. The 12-month rise of $261 million to $7 billion was, however, the smallest in recent years. The Swiss increase in the fourth quarter was also substantial, more than offsetting losses earlier in the year.

Sizable gains in holdings over the 12 months were also registered by Belgium-Luxembourg, Netherlands, Austria, Norway, and Portugal. Following small losses in the first half, Germany's position improved, particularly in the third quarter. The advance of $127 million in 1967 to $8.2 billion was, however, only a fifth of that in the preceding year.

In contrast, the United Kingdom, Sweden, Spain, and Australia reported reductions in reserves. Britain's fell by $405 million to $2.7 billion, principally from the big jump in its trade deficit. Losses were sharp in the June quarter and continued on a smaller scale in July-September.

Reflecting an outflow of funds in the final quarter because of uncertainties in the exchange markets, Sweden's reserves declined by $186 million in 1967. Spain's holdings dropped for the third successive year. Although the trade imbalance was smaller, receipts from tourism leveled off and remittances from workers abroad were lower than in 1966.

Except for a recovery during the June quarter, Australia's reserves trended downward throughout the year, for a net loss of $139 million. Although its trade position was less unfavorable, the intake of capital was smaller.

In developing countries

Among the developing countries, Argentina accounted for the sharpest spurt in reserves. Climbing by $511 million, its holdings reached a year-end level of $727 million. The huge rise was attributable to the drawdown of foreign stand-by credits and the inflow of private capital subsequent to the devaluation in mid-March.

Increases in gold and exchange were about $100 million each for Korea, Venezuela, Taiwan, and Israel. Though Korea's trade deficit worsened, remittances from its troops in Viet-Nam and sales to the U.S. military were key factors improving the country's payments position.

Higher earnings from expanded petroleum exports, associated with last summer's crisis in the Middle East, improved Venezuela's international monetary position. Although Taiwan's merchandise deficit widened, there was a steady gain in reserves due to a substantial increase in investments by foreigners and overseas Chinese and in loans from abroad. Israel's holdings declined in the fourth quarter but the net expansion for the year was substantial. Overseas donations and bond sales jumped sharply during and after the conflict with the Arab States.

Heavy losses in reserves were sustained by Brazil and Nigeria. The decline by one-half in Brazil stemmed in part from speculation beginning last summer in anticipation of the devaluation which was announced on Dec. 29. Also responsible was the substantial growth in imports and the dip in exports. Nigeria's loss of $105 million resulted from the disruptive effects of its civil war which curtailed exports while forcing the country to step up imports, particularly arms.

Bureau of International Commerce

World

The 50 markets shown below accounted for 90% of 1966 imports into all free-world

Value in millions of dollars

Published

Country	1966 imports			1967 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Reserves at end of fourth quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1966	1967
Germany, Fed. Rep.	18,167	2,294	12.6	Dec.	17,546	2,139	12.2	− 3	− 7	8,028	8,155
United Kingdom	16,651	2,024	12.2	Dec.	17,714	2,218	12.5	+ 6	+10	3,100	2,695
France	11,843	1,200	10.1	Dec.	12,410	1,220	9.8	+ 5	+ 2	6,733	6,994
Canada	9,930	7,186	72.4	Dec.	11,152	8,079	72.4	+12	+12	2,693	2,709
Japan	9,523	2,658	27.9	Dec.	11,664	3,213	27.5	+22	+21	2,119	2,030
Italy	8,571	1,049	12.2	Dec.	9,697	1,025	10.6	+13	− 2	4,911	5,463
Netherlands	8,016	910	11.4	Dec.	8,336	886	10.6	+ 4	− 3	2,448	2,619
Belgium-Luxembourg	7,174	569	7.9	Dec.	7,176	590	8.2	+ (1)	+ 4	2,320	2,530
Sweden	4,574	427	9.3	Dec.	4,703	436	9.3	+ 3	+ 2	1,027	841
Switzerland	3,945	357	9.0	Dec.	4,117	337	8.2	+ 4	− 6	3,324	3,555
Australia	3,636	904	24.9	Dec.	3,875	991	25.6	+ 7	+10	1,568	1,429
Spain	3,591	609	17.0	Dec.	3,484	584	16.8	− 3	− 4	1,205	1,049
Denmark	2,990	237	7.9	Dec.	3,142	270	8.6	+ 5	+14	597	535
India	2,758	1,059	38.4	Oct.	2,250	840	37.3	− 9	−11	608	663
South Africa, Rep. of	2,526	449	17.8	July	1,817	317	17.4	+21	+12	785	744
Norway	2,403	180	7.5	Dec.	2,746	176	6.4	+14	− 2	527	678
Austria	2,328	101	4.3	Dec.	2,309	81	3.5	− 1	−20	1,333	1,484
Hong Kong	1,767	191	10.8	Dec.	1,802	243	13.5	+ 2	+27	(2)	(2)
Finland	1,726	97	5.6	Dec.	1,717	84	4.9	− 1	−14	189	184
Mexico	1,605	1,026	63.9	Oct.	1,450	918	63.3	+10	+ 9	564	586
Yugoslavia	1,575	200	12.7	Dec.	1,708	124	7.3	+ 8	−38	115	80
Brazil	1,496	590	39.4	Nov.	1,488	505	34.0	+12	− 4	409	204
Venezuela	1,331	681	51.2	June	783	390	49.9	− 2	− 4	776	872
Singapore	1,328	69	5.2	Dec.	1,437	80	5.6	+ 8	+16	(2)	(2)
Greece	1,223	131	10.7	Dec.	1,186	100	8.4	− 3	−24	273	286

Note: The countries shown above include the 50 major importers of U.S. merchandise in 1966 for which current data are available. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. valuation to a c.i.f. valuation for the following: Australia, Canada, New Zealand, Panama, Republic of South Africa, and Venezuela. Reserves include official holdings of gold and foreign exchange and the gold tranche position in the International Monetary Fund.

market report

foreign markets and 92% of imports from the United States.

quarterly

Country	1966 imports			1967 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Reserves at end of fourth quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1966	1967
Argentina	1,124	257	22.8	Dec.	1,096	243	22.2	− 3	− 5	216	727
New Zealand	1,096	122	11.2	Dec.	962	104	10.8	−12	−16	95	134
U.A.R. (Egypt)	1,071	212	19.8	May	282	35	12.4	− 8	+20	156	170
Ireland	1,043	98	9.4	Dec.	1,081	87	8.1	+ 4	−11	494	439
Portugal	1,023	82	8.0	Dec.	1,013	71	7.0	− 1	−13	1,122	1,259
Philippines	957	325	34.0	Dec.	1,134	393	34.7	+18	+21	194	180
Iran	930	172	18.5	Sept.	823	160	19.5	+18	+29	255	319
Pakistan	898	266	29.6	Dec.	1,101	361	32.8	+22	+36	200	161
Thailand	[3] 872	146	16.7	Mar.	[3] 244	39	15.9	[4] +19	[4] +27	924	1,009
Israel	840	222	26.4	Nov.	688	174	25.2	−11	−15	621	715
Peru	817	320	39.2	Dec.	819	300	36.7	+ ([1])	− 6	155	126
Chile	757	298	39.4	..	..	...	...	+25	+26	172	126
Turkey	725	174	24.0	Dec.	691	124	17.9	− 5	−29	131	119
Nigeria	718	116	16.2	Sept.	494	66	13.4	− 4	− 7	227	122
Korea, Republic of	716	254	35.4	Nov.	845	260	30.7	+57	+48	245	356
Colombia	674	324	48.0	Nov.	462	209	45.2	−21	−26	123	118
Taiwan	622	167	26.8	July	437	117	26.8	+27	+23	337	437
Kuwait	463	97	21.0	May	258	59	23.0	+27	+33	164	184
Trinidad and Tobago	457	65	14.1	Dec.	411	63	15.3	−10	− 2	30	30
Jamaica	321	116	36.2	Sept.	260	99	38.0	+11	+18	106	102
Panama	253	104	41.0	June	126	51	40.6	+ 8	+ 4	36	[5] 41
El Salvador	220	72	32.5	Sept.	165	53	31.9	+ 5	+ 5	57	55
Guatemala	207	87	41.9	June	113	47	41.1	+ ([1])	− 5	61	65
Nicaragua	182	83	45.7	June	99	41	41.9	+16	+ 7	58	32
Costa Rica	178	70	39.1	Aug.	120	47	39.3	+11	+ 7	17	18

[1] Less than 0.5 percent.
[2] Not available.
[3] Partly estimated.
[4] Import change in year 1966.
[5] End of September.

Source: Official trade statistics of listed countries.
International Monetary Fund, International Financial Statistics.

THAI LABOR OFFICIAL addresses 119 Thai salesmen and saleswomen of American products during graduation ceremonies for the Salesmanship Training Course sponsored by the U.S. Trade Center in Bangkok.

Salesmanship course in Bangkok trains retailers of U.S. products

Thai businessmen praise new program to teach local salespeople basics of proven American marketing, promotion experience

A group of 119 Thai salespeople are now more actively and effectively selling 181 different American products in their country, as a result of a salesmanship training course offered by the U.S. Trade Center in Bangkok.

The training program has proved one of the most successful promotions at the Trade Center. The first class was held in the fall of 1967.

To date five classes, limited to 25 sales people each, have been presented Certificates of Completion. The sixth and seventh courses now are under way, in an effort by Bangkok Trade Center officials to increase the sale of American products in the rapidly expanding Thailand market.

Enrollment in the six-weeks course is open only to working sales people of American firms, or local firms representing American products and services. So great has been the response of employers that there is a waiting list for classes through the remainder of 1968.

Local business firms in Thailand have lauded the Trade Center's training program as supplying a vital service. This training, say these executives, will better equip their sales people to meet the growing competition from other nations in this market.

Backing up their contention, these employers pay a fee of $30 for each sales employee enrolled in the course, which has been specially adapted for use in Thailand from proven American salesmanship training programs.

The texts were completely revised by the Trade Center's market promotion counsel, Jorges Orgibet, and the course instructor, Chet Polparsi, an American-trained sales instructor, for side-by-side presentation in the English and Thai languages. The draft course was reviewed by the Management Association of Thailand and also by selected officials of the Royal Thai Government and the U.S. Diplomatic Mission.

In developing this training program, the Trade Center worked in close cooperation with the Thai Ministry of Labor. Speaking at the mid-March "graduation" ceremony, the deputy director of the Labor Department, Nikom Chandravithun, also a professor at Thammasat University, commended the U.S. Trade Center for its contribution to Thailand's adult vocational education program, and said, "The Trade Center is giving you the benefits of proven salesmanship training. I know that this training will better equip you for steady future advancement."

Pointing to the long list of leading firms enrolling their employees in the course, Trade Center director Charles Welbert said . . . "In classes enrolled to date, virtually every American product field is represented, from cosmetics and consumer household goods to sophisticated electronics and heavy industrial equipment.

"Needless to say," he continued, "we have had to turn down applications from firms selling non-American products. That those firms are anxious to enroll their employees certainly speaks well for the quality of our training program."

U.S. Commercial Attache Harold C. Voorhees added: "Our main interest is to increase sales of American products in Thailand. I feel that in the Center's expanded trade development role, the salesmanship training course will have a long-range impact on this market."

A sales supervisor of a large Bangkok firm, after observing the course, said, "With all my knowledge of salesmanship I found this course reminding me of important steps in selling I had forgotten or was failing to use." He is now sending all his company's salesmen to the course.

Frankfurt exhibition attracts small firm

Instrumentation exhibitors include company with only four employees

Too small to export? Not at all, thought Bernard Peskin, president of Clark Electronics, a company with only four employees, as he signed an agreement to take part in the Commerce Department-sponsored exhibition of transducer instrumentation systems at the U.S. Trade Center in Frankfurt.

Clark, a division of Advance Components Corp. located in Santa Ana, Calif, will show micro-miniature transducers and pressure- and temperature-sensitive paints along with some 25 other U.S. companies in the show, scheduled for June 18-22.

According to Peskin, Clark looks forward to appointing two representatives in the German market before the June transducers show. Negotiations are also under way between Clark and possible agents in Sweden, France and the United Kingdom.

Market studies made for the Commerce Department show that German industry is becoming increasingly research-oriented. American equipment, much of it developed for the U.S. space program, is recognized in Germany as being the most technologically advanced and the most reliable.

Scandinavian buyers see plastics supplies at Stockholm Center

Seven agents signed during show; license prospects good in Europe

Sixteen manufacturers assisted by a U.S. industry spokesman used the U.S. Trade Center in Stockholm to promote the "plastics age" in a 6-day exhibition named PLASTIC/USA. The exhibition, which ran from Mar. 28-Apr. 3, presented machinery, equipment and supplies for the plastics and related industries.

The U.S. industry spokesman was T. T. Miller, former president and board chairman of the Society of the Plastics Industry. He served as show consultant and made a pre-show tour of the Scandinavian countries to promote the exhibition and the U.S. industry.

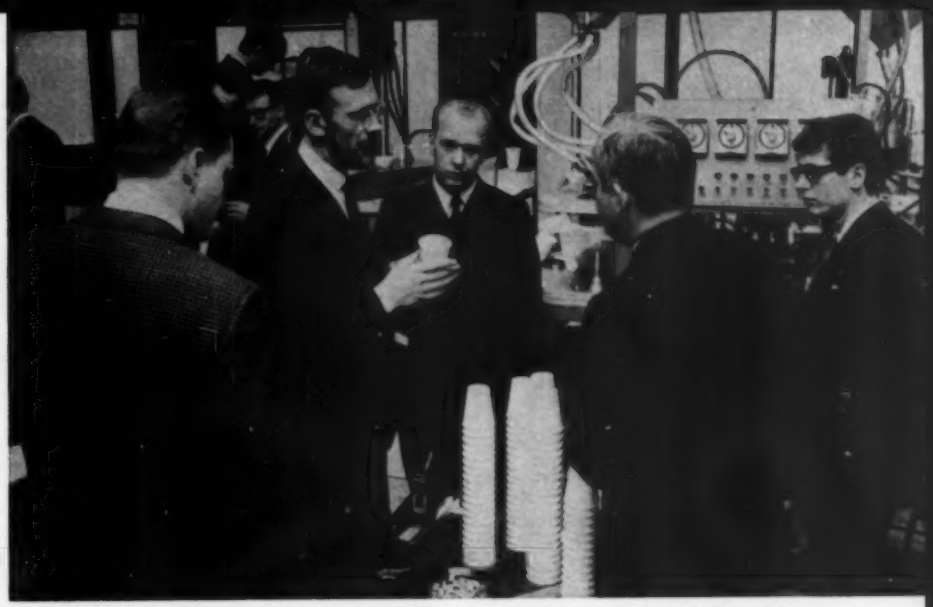
The results of the promotion were pleasing for both old and new-to-market participants. Total attendance was 993, and 12-month sales of $700,000 plus are expected as a direct result of the exhibition.

Seven exhibitors were classified as new-to-market, of which four were seeking agents or distributors and two were seeking licensee agreements. By the close of the show, seven agent/distributor agreements were signed, and 10 additional agreements were under negotiation.

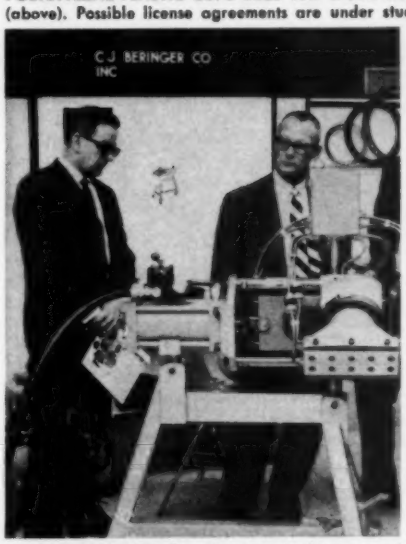
The firms seeking licensee arrangements expect to conclude agreements within the next six months, and were negotiating with prospects not only in the four Scandinavian countries, but also in Belgium, France, the Netherlands and Greece as well.

A new-to-market firm, C. J. Beringer Company, Inc. introduced an automatic screen changer for plastics extruding operations. They signed agents to cover Sweden, Norway and Belgium, are negotiating with firms in Finland and Denmark, and anticipate $100,000 in sales as a result of the exhibition.

The Electrocal-Nobelwest Div. of Bristol Brass Corp., represented by Singer Products Co., was also new-to-market. They sold off-the-floor the automatic heat transfer applicator machine they were demonstrating, signed an agent for Sweden, were negotiating with one for Norway, and expect $50,000 in sales of the transfer process over the next year.



POLYSTYRENE PLASTIC CUPS made with Crown Machine and Tool's "Cup-Master" received keen interest (above). Possible license agreements are under study for eight different European countries.



SCREEN CHANGER for plastics extruding operations was shown (above left) by C. J. Beringer Corp. DuPont (above right) was one of two manufacturers showing plastic raw materials. Dimensional Plastics Corp. president S. R. Barnette (below right) explains plastic panels to trade editor at press preview.

Korea's outward look is major factor in forming economic policy; Japan passes U.S. as top supplier

Imports at $1 billion in 1967—emphasis on industrial goods; liberal investment policies attract large numbers of U.S. firms

The economy of Korea, the former "Hermit Kingdom," is looking increasingly outward for foreign trade, with exports and imports each accounting for a growing share of Gross National Product. This trend is a principal factor in development strategy and economic policy, according to the latest Economic Trends Report submitted by the U.S. Embassy in Seoul.

Thus export goals are of prime significance, and the $500 million target for 1968, an increase of an unprecedented 56% over last year, has enlisted maximum support of all the economic ministries as Korea attempts to exceed her recent export gains of 43% in 1966 and 28% in 1967.

Imports have increased at an even more rapid rate, approximating $1 billion c.i.f. in 1967. The resulting trade deficit was reduced by an appreciable surplus in services, of which sales to the U.S. military and remittances from Koreans overseas are the largest items. This left a deficit in goods and services of about $454 million last year.

Preliminary figures on the composition of 1967 imports indicate that, aside from U.S. agricultural commodities, the emphasis is heavily industrial. There is no present indication of a large inflow of finished consumer goods.

Korea offers U.S. businessmen the wide range of possibilities inherent in the situation of a modernizing economy which is developing at a rapid rate and which actively seeks to broaden and strengthen its foreign commercial and investment ties.

The competition is Japan, primarily. It has overtaken the United States as Korea's principal foreign supplier. Its competitive advantages include proximity and short delivery time, aggressive sales representation locally, minimal language barrier, price advantages in some lines, flexible financing under reparation arrangements, and ready availability of spare parts.

U.S. quality respected

Overcoming such advantages poses a challenge to American business. Our high quality products are generally respected. More local sales effort, closer attention to providing attractive credit terms, investigation of bonded warehousing possibilities and hard-hitting salesmanship are needed to boost the U.S. share of the market.

Saleable product lines include a wide range of consumer and capital goods. The impressive components of Korean growth are manufacturing, construction, transportation and communications. Likely categories, by SITC code, are (71) machinery other than electric, (72) electric machinery apparatus and appliances, and (89) miscellaneous manufacturing articles.

Sales possibilities are good in (54) medicinal and pharmaceutical preparations, (58) plastic materials, (59) chemical materials and products, (64) paper and paper products, (65) textile yarn, (81) sanitary plumbing, heating and lighting fixtures, and (86) professional scientific and controlling instruments.

Licensing arrangements and sales of components for assembly here are possibilities. General Electric licensing of Gold Star to manufacture air conditioners is an example of the former; a proposed Ford auto-truck assembly operation is an example of the latter.

Under its import liberalization policy, Korea instituted a negative list system last year under which commodities, unless they appear on the restricted or pro-

LIBERAL ATTITUDE TOWARD FOREIGN INVESTMENT has attracted the interest of many U.S. investors to Korea. Below is the watthour assembly plant of the Gold Star Company in Pusan, a Korean-owned manufacturer which also produces American air conditioners under license from a U.S. firm.

hibited lists, are automatically approved for import.

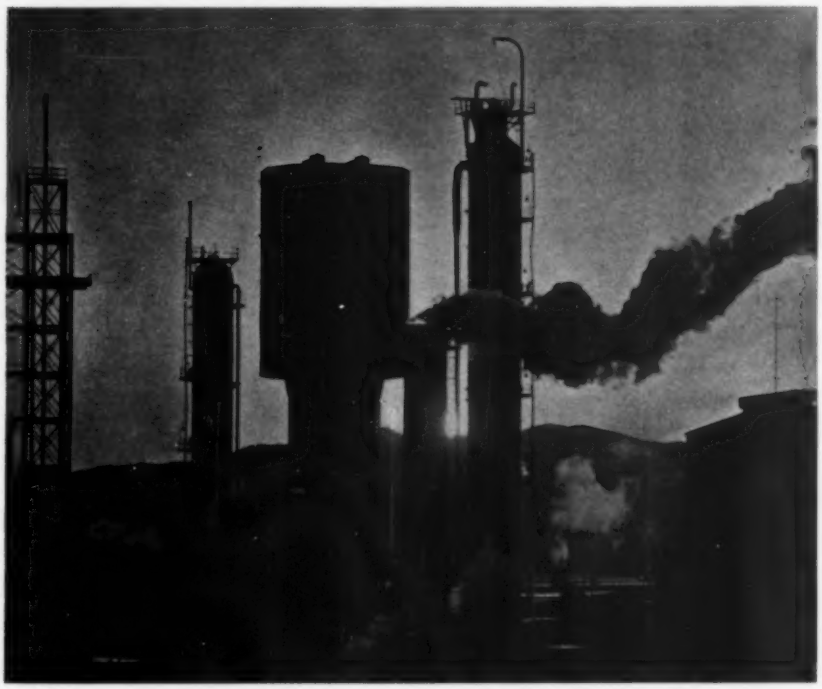
The new tariff law, effective Jan. 1, allows for administrative adjustments of up to 50% in duties. Exporters to Korea should, therefore, have their local representatives inform them promptly of any changes in duties of interest to them.

The American investment community has become aware of Korea's liberal attitude toward foreign investment, and of its prospects for sustaining past high growth rates. U.S. sources are believed to have accounted for a major part of the estimated $27 million in private direct foreign investment last year, and indications are that the 1968 amount will be at least as large.

Investment incentives offered by the Korean government under the Foreign Capital Inducement Law include unlimited remittance of profits, certain tax and customs exemptions, repatriation of principal at a 20% annual rate after two years of operation, and choice of joint venture or 100% foreign ownership. The Korean Government is particularly interested in equity investment directed toward production for export or for import substitution.

The 8.4% increase in real Gross National Product during 1967 fell short of anticipations by two percentage points due to a poor rice harvest due to drought, but the Korean Government forecasts 12.4% for 1968.

With reasonably good weather the projected 8.9% increase for agriculture and 12.4% for total growth this year could prove conservative. A 26% increase in power requirements in 1967 taxed the installed capacity. Otherwise, the impressive 21.4% increase in secondary production (manufacturing and mining) might have been even higher.



AGRIBUSINESS IS GETTING NEW EMPHASIS, as the Korean Government tries to help rural areas match the gains of urban industrial areas. Above, the world's largest urea refinery, located in Ulsan.

However, the power shortage is scheduled to be alleviated in April as a new power unit comes into operation, and to be overcome by the end of the year as additional facilities come into operation; an additional 462,000 kw., an increase of 54% over present capacity, is scheduled for this year as part of a ten year power development program.

The average industrial wage increased 23% last year, reflecting an improvement in real terms for these workers although real wages have not increased as much. As part of a long range program to upgrade public employment, Government personnel were due to receive a 30% increase Apr. 1.

Statistics are not available on production per man-hour but productivity is believed to be improving, thus reducing the effect of increases in wages and salaries on costs.

The labor force averaged 9.5 million in 1967, an increase of 2% over the previous year. Unemployment decreased to about 6%, although there is still widespread underemployment. The labor force is intelligent, literate and responsive to training and new techniques. It is Korea's greatest natural resource and a factor attractive to potential foreign investors.

Government fights inflation

The rapid monetary and investment expansion of recent years has generated inflationary pressures which accompany such developmental activity. Official indices show that the 1967 rate of price increases—10.8% retail and 6.4% wholesale—declined slightly from the previous year; this year's ceilings have been set at 10% and 6% respectively (as recently as 1964 these figures were 35% and 30%).

The burgeoning foreign sector adds to inflationary pressures as export proceeds and some capital inflows are converted to won, and as a substantial import volume represents credit rather than cash transactions. The Government is exploring the possibility of an exchange stabilization fund which would neutralize the expansionary impact of part of the dollar receipts, and has decided to impose certain restraints on short term commercial credit.

The government budget exerts a con-

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SECOND MEETING OF U.S. AND KOREAN COMMERCE HEADS will be held in Washington in July. Korea's Deputy Prime Minister, Choong Hoon Park, is discussing Secretary of Commerce C. R. Smith's invitation to the meeting, which he accepted on behalf of Korean Minister of Commerce and Industry Chung Yum Kim. The first meeting in the series was held in Seoul last October. The Korean official was in Washington for a World Bank Consultative Group meeting.

World Bank has Korea assistance talks

A Consultative Group on development assistance to Korea met in Washington this month under the chairmanship of the World Bank. The following countries were represented: Australia, Belgium, Canada, China, France, Italy, Japan, the Netherlands, the United Kingdom and the United States.

Representatives of the Asian Development Bank, International Monetary Fund and an observer from Austria also attended the meeting. The Korean delegation was led by the Deputy Prime Minister, Choong Hoon Park.

Members of the Group expressed satisfaction at the rapid growth of Korea's production and exports, which so far was exceeding growth rates estimated in the Government's Second Five-Year Plan (1967-71).

The Korean Deputy Prime Minister emphasized his Government's determination to maintain monetary stability, while pursuing active growth policies. The meeting indicated a large measure of willingness on the part of member countries to support Korea's development effort.

It was acknowledged by many of the Group countries that in order to prevent an excessive level of debt service in the future a substantial proportion of foreign assistance to Korea should be in the form of grants or credits on relatively long terms and moderate interest rates.

tractionary influence as small budgetary surpluses have been recorded in recent years.

A tax reform went into effect on Jan. 1 which is designed to increase revenues and to make the tax structure more progressive; it also includes increases in commodity taxes which, together with necessary utility rate increases in late 1967, have caused increases in certain prices.

The 43% increase in money supply last year, due primarily to the inflow of foreign exchange and domestic import credits, plus the poor rice crop also added to the pressure on prices.

The high level of imports may be having less than the anticipated immediate effect in dampening price increases because of its heavy content of capital goods. However, the Government has declared that it will restrict its influence on prices to indirect actions—through the stabilization program and by insuring adequate supply through supply and demand analysis.

Domestic saving continues to be a significant factor in promoting sound growth. The average saving rate has increased from about minus 6% of GNP in 1956 to plus 11.7% in 1967.

Emphasis on balance

In his July 1, 1967 inaugural address, President Park said "we are taking a great step forward to build a model industrialized country in Asia through the achievement of balanced economic growth." While "balance" is inevitably more of a goal than a technique and, at best, involves subjective determinations, it is nevertheless useful to note certain Korean efforts toward balance in several areas.

Balance, as to domestic-foreign resources: Domestic resource mobilization has received Government attention for some years, culminating in the Tax Reform Bill which went into effect on Jan. 1. The new law is designed to collect tax revenue equal to about 11% of GNP. Revenue growth in recent years has been impressive: internal tax revenues increased 46% in 1967 and a 23% increase is projected for this year. Nearly one-fourth of the 1967 budgeted expenditures were for investment.

Balance, as to foreign equity: The revised Second Five Year Plan contemplates $5.4 billion of investment, of which $1.6 billion represents the foreign exchange component. Korean representatives will in April lay before the International Economic Consultative Organization for Korea, a committee of developed countries and international lending institutions chaired by the World Bank, a set of projects for which the foreign exchange component totals $667 million. Much of this is for infrastructure for which lending is the only financing route.

Lending has also characterized much recent investment in manufacturing and doubtless will continue to in the future. However, because of the manifold advantages to the Korean economy, the Government wishes to maximize direct equity investment from abroad. Accordingly, it is continuing to make the investment climate here as attractive as possible to private foreign investors, es-

pecially in export or import substitution lines.

Balance, as to urban-rural, industry-agriculture: Despite the fact that 56% of the labor force is still in agriculture, Korea is becoming industrialized. One indicator is the composition of Korea's exports: two-thirds are industrial products now, compared to only one-fourth in 1962.

The Korean Government has taken a variety of steps intended, in whole or in part, to help rural areas and agriculture keep up with this progress, including: emphasized improvement in agricultural production with fertilizer, insecticides and quality seeds (and made major investment in fertilizer production); established an Agriculture and Fisheries Development Corp. to induce private investment in agri-business activities, and to reduce under-employment in rural areas; broke ground on Feb. 1 for the initial stretch of the proposed $120 million Seoul-Pusan highway construction project which should help bind urban and rural areas more closely together and facilitate the spread of industrial development.

Balance, as to production-development: Despite major increases in power generating capacity and railway rolling stock, power and transport remain two important areas in which requirements have exceeded projections. Thus the Government has developed a ten-year power program including a 500-megawatt nuclear power facility, and a highway plan including the above-mentioned Seoul-Pusan highway and several others in which the World Bank has expressed a preliminary interest. Moreover, Korea, as a member of Intelsat, plans to obtain U.S. equipment to construct a satellite communications earth station.

Balance, as to light-heavy industry: Except for oil refining and fertilizer manufacture (both including American private equity) the bulk of Korean manufacturing is labor-intensive light industry directed toward consumer goods. However, ground was recently broken for a petrochemical complex; the first unit, a naphtha cracking center, and the downstream units of the complex will have American private participation.

The Korea Iron and Steel Associates were also formed recently to construct a 600,000-ton, $165 million integrated steel mill for which the supply and financing of equipment is being negotiated with a consortium of firms from the United States and four European countries. The Government is studying the outlook for and supporting expansion of the machinery industry.

Korean trade fair set to promote country's international commerce

U.S. Atomic Energy Commission to sponsor pavilion; American manufacturers, associations invited to participate in exhibition

Exhibits may be entered until May 20 by individual companies or associations in the First Korea Trade Fair, to be sponsored by Korea Trade Fair, Inc. from Sept. 9-Oct. 20.

The Korean sponsors of the event have specifically invited interested U.S. companies to participate in the exhibition.

Korean export products and trade items from countries around the world will be shown at the fair, in an effort to expand trade opportunities and further the country's international relations.

Seoul's Industrial Estate Number 2, in the Kuro-dong section of the city, will be the site for the fair, with a total area of almost 2 million square feet, and over 300,000 square feet of floor space available.

Korea Trade Fair, Inc. is composed of seven organizations: Korea Chamber of Commerce, Federation of Korean Industries, Bankers' Association of Korea, Korean Traders Association, Korea Export Industrial Estates Corp., National Federation of Medium Industry Cooperatives, and Korea Trade Promotion Corp.

Especially desired by the fair management are displays and exhibits of plant equipment and raw materials which further plant renovation and technological advancement of Korea's export industries.

Prominent local and foreign buyers and potential investors have been invited to the exhibition by Korea Trade Fair.

A bonded area will be established at the fairgrounds for the importation of foreign exhibits in bond, either to be re-exported after the end of the fair, or to be subject to import regulations if sold during the fair.

Such expendable exhibition material as may be necessary for the construction and operation of company or association exhibits will also be allowed duty-free entry under bond.

The Korean Government is planning a pavilion for Korean manufacturers, with products ranging from fabrics and consumer goods to agricultural machinery and transportation equipment.

A separate Korean Government pavilion will highlight the entire Korean economy, along with cultural, historical, and education displays.

The U.S. Atomic Energy Commission will mount a special display outlining the peaceful uses of atomic energy.

Write: Commercial Attache, Embassy of Korea, 2320 Massachusetts Ave., N.W., Washington, D.C. 20008, or Korea Trade Center offices in New York, Chicago and Los Angeles.

U.S. firms in Korea

The following are some of the larger projects with 100% or substantial private U.S. equity that are already in production or approved for construction in Korea:

Project	*U.S. Interest*
Chinhae Chemical Co. (fertilizer)	Gulf Oil Corp.
Control Data Korea Inc. (electronic components)	Control Data Far East Inc.
Honam Oil Co. (oil refining and distribution)	Caltex (Overseas) Ltd.
Korea Oil Corp. (oil refining and distribution)	Gulf Oil Corp.
Korea Tourist Service (Chosun Hotel)	American Airlines, Inc.
Motorola-Korea Ltd. (electronic components)	Motorola Inc.
OEN Korea Co. (electronic components)	Oak Electro/Netics Corp.
Purina Korea, Inc. (animal feed)	Ralston-Purina
Semikor Co. (electronic components)	Fairchild Camera and Instruments Corp.
Signetics Korea Co. (electronic components)	Signetics Corp.
Yong-Nam Chemical Co. (fertilizer)	Swift & Co. Skelly Oil Co.

Canada school explosion hits teaching aids market

U.S. Commercial Officers call continued increase in educational outlays 'truly astounding'

By GUSTAV E. LARSON
Commercial Attache, Ottawa and Cooperating Consular Posts

"Truly astounding" is the Bank of Montreal's appraisal of the sharp rise in educational outlays in Canada over recent years. And so it is—education is now a growth industry in Canada, involving total expenditures in the current year of C$4.5 billion—up nearly 10% in the last five years.

U.S. producers enjoy a lion's share of the Canadian education market for teaching aids and instructional equipment. However, as the market grows and competition increases, U.S. exporters must keep abreast of market changes, new opportunities, and the nature of the competition.

This report sketches developments underway and expected for the near future in this highly important, sophisticated, and rapidly growing market.

Over the next three years, expenditures on formal education are expected to rise to C$5.5 billion. These sharp increases in spending for education are opening up substantive and varied new markets for audio visual equipment, curriculum materials of great variety, language laboratories, overhead projection films, television, new laboratory equipment, videotapes, retrieval systems, computer programming and a wide array of other products.

BUILDING ADEQUATE LIBRARIES is one of the most pressing needs affecting the Canadian market for educational goods, which amounts to "billions of dollars", according to a recent magazine article. These students are using the library at the Eric Hamber Secondary School in Vancouver, British Columbia.

In appraising this market, the Canadian magazine *School Progress* in its 1968 market and media report on education in Canada states: "Since so many schools in Canada do not yet have a library which comes up to the minimum of the Canadian School Library Standards, nor have a ready access to films and projectors, this multi-media breakthrough into the classroom has a potential so enormous that it can't be pinned down to arbitrary statistical projections—unless you like to think in terms of billions of dollars."

And on the administrative side—as the functions of school administration become more complex—there are new and developing markets for record keeping systems, automatic data processing, and high-speed ways for dealing with the paper explosion.

Methods and media of teaching are changing at breakneck speed in Canada as in the United States. A recent government survey covering school boards in cities of over 40,000 population reported 44% of Canadian schools now using programmed texts regularly and 48% using such texts on an experimental basis.

More than 50% of the schools had television receivers, opaque and overhead projectors, a movie projector, tape recorder, record player, and a language laboratory.

Big two dominate

Over half of the current C$4.5 billion in Canadian outlays for education are almost equally divided between the Provinces of Ontario and Quebec. The shares of the remainder can be roughly divided into: Prairie Provinces (20%), Atlantic Provinces (12%), and British Columbia (10%). Education now accounts for an average of 30% of expenditures in all provincial budgets.

Currently, elementary and secondary schools receive about 65% of all education expenditures, a drop from 74% five years ago. But costs of post-secondary education have been rising very rapidly, tripling from C$384 million to C$1,158 million in five years.

United States Consular Posts in Quebec City and Montreal report substantive opportunities for U.S. manufacturers of educational equipment to sell their products in the Province of Quebec. Particular opportunities for increased sales by U.S. firms are considered to be in the secondary, post-secondary, and university levels.

One of the most important factors to consider in the development of the educational aids market in Quebec, according to the Consular reports, is the growing need for the French and English language groups to become bilingual.

For example, the Executive Secretary of the *Institut Canadien d'Education des Adultes* in Montreal points out that there will be a large expansion of adult education in the Province over the next few years and that various teaching devices will be used increasingly to teach both English and French to the growing immigrant group.

Over 500,000 immigrants arrived in Quebec in the last 20 years, with 40,000 coming in 1966 alone. Tuition-free French classes and vocational training classes in French are encouraging large numbers of immigrants to enroll in the language classes.

Considerable press attention in Quebec has been given recently to criticizing the U.S. publishers' translations of American textbooks into French. The charge is made that such textbooks are in very bad French because translations are too literal and hence full of English idioms and sentence structure. The press argue that such textbooks, however good their substance, erode the student's ability to write and speak idiomatic French and, therefore, destroy the French culture.

If American textbooks can be recast into better French, they should become overwhelming favorites in Quebec, chiefly because of their excellent content, according to the U.S. Consular Posts.

Buyers of educational products in Quebec point out that while several U.S. companies are showing a lively interest in that market, insufficient attention is being given to Quebec's unique French character.

The suggestion was made by Quebec's school purchasing groups that U.S. firms desiring to sell in Quebec should have sales offices in Montreal as well as in Toronto, and that sales representatives should be French-speaking.

Also stressed was the importance of placing U.S. products on view in provincial schools, a technique which has proven valuable in selling not only to Quebec but to other French-speaking countries —particularly in Africa and Asia. Administrators from other French-speaking countries who study Quebec schools and equipment often recommend equipment seen there for use in their home countries.

COSTS OF HIGHER EDUCATION are rising most rapidly in Canada, tripling in the past five years. This scene shows experiments being conducted in the chemistry lab at Carleton University in Ottawa.

Sales efforts, including advertising and sales literature, should be in French to assure maximum French attention, according to school buyers.

Spokesmen for the Quebec provincial educational system contacted by the U.S. Consul General in Montreal cited the following factors to consider in appraising and selling educational equipment to elementary and secondary school levels:

- The shortage of teachers—especially language teachers at all levels;
- The growing need for language laboratories and language training at all levels of education;
- A willingness of Quebec schools to accept new and various types of teaching equipment if sales representatives can demonstrate why and how such devices can increase the effectiveness of educational programs;
- The provision of dependable servicing by U.S. firms selling educational equipment—almost every spokesman contacted seemed to prefer U.S. equipment because of the more readily available service and parts;
- The value of trade shows and grapevines in persuading teachers using educational equipment to ask purchasing agents for particular brands.

Although most secondary schools in the Province of Quebec have at least one 16 mm. projector or overhead projector, there is a growing need for such equipment. Interest in closed-circuit television and in teaching machines is growing rapidly. Also, large amounts of money are being designated for expansion of science facilities involving needs for laboratory and other teaching equipment.

A rising demand for various types of teaching equipment is also occurring at the college and university levels. A Loyola spokesman said they have been spending large amounts for television and radio equipment and hope to become the leader of communication arts education in the Province of Quebec.

At the University of Montreal, there are plans for a C$40 million expansion program in the immediate future and expectations are that more communication arts equipment, as well as overhead projectors and videotape recorders will be in demand.

A French-language university is reported to be planned for the Montreal area. Also, the University of Sherbrooke, a French-language university in the Eastern Townships, plans to experiment with new approaches to teaching which involve the use of educational equipment.

The Province of Ontario is budgeting immense sums for education. For the

PRAIRIE PROVINCES spend 20% of Canada's total outlay on education, and education now accounts for about 30% of all provincial budgets. Above, the campus of the University of Saskatchewan.

second year in a row Ontario's budget will provide for a C$1 billion outlay for education. The 1968 budget calls for record education expenditures of C$1.1 billion.

Ontario education officials estimate that 143 new elementary schools will be required in the Province by 1976—or 2.12 new classrooms daily for the next eight years. In the next ten years Metropolitan Toronto expects to spend some C$50 million annually on new schools and additions to present schools.

Provincial attention will turn from elementary education to secondary and post-secondary education where the student enrollment crush is the greatest.

The major increases in education costs include a rise of C$65 million in legislative grants to school boards; C$48 million more for the construction of vocational schools; C$40 million more in university operating grants; an increase of C$19 million for Ontario's Community Colleges and an extra C$5 million for the Ontario Students Awards Program.

The current trend in the Province of Alberta is to set up instructional material centers for tape recorders, filmstrip projectors and viewers, 8mm. projectors and, in some cases, microfilm readers and closed-circuit TV outlets. The market for language laboratories in schools seems to have reached a plateau as schools look for less expensive ways of introducing oral-aural techniques. Besides the instructional material centers, the sale of television for education has marked possibilities for the near future.

Alberta recently has set up Pilot Projects on Television in Education as a means of exploring and evaluating the use of television in the Province's schools. This latter program now embraces major projects in Calgary and Edmonton and a number of rural areas throughout the Province.

Illustrative of the purpose of this project aimed at supplementing instruction in rural areas is the project "Biology 30" which includes classes in seven rural districts which receive produced television programs as part of their instruction.

It is possible also that, because of the Confederation crisis, greater emphasis will be placed on the teaching of French in Alberta and, because of the lack of qualified teachers, demand for educational television and language teaching aids could skyrocket.

Other major school projects planned for Alberta include a C$88 million health services center to be opened by the University of Alberta within eight years, a new health services wing for the Southern Alberta Institute of Technology, and a new C$2 million vocational school for Calgary, possibly next year.

The Province of Saskatchewan has informed the U.S. Consulate General that 1,000 schools in the province are expected to purchase a total of C$1.3 million worth of equipment, such as 16mm., 8mm., and 35mm., projectors, tape recorders and overhead projectors in the next ten years.

Over the same period, 130 schools also will require language laboratories, while 1,000 schools will purchase record players and opaque projectors at a cost of C$1 million.

Room for more sales

While U.S. firms are reported to be getting most of the school equipment sales in Newfoundland, there is much room for expanding sales, according to the U.S. Consul General in St. John's.

The United States is, however, reportedly falling behind in some lines. Japan, for example, is getting most of the tape recorder business and West Germany is selling the lion's share of the scientific laboratory equipment market.

Most suppliers in the Newfoundland area estimate that the demand for educational equipment will triple or quadruple in the next three to five years. All agree that sales can easily double in that period.

U.S. equipment of the highest quality is popular with Newfoundland consumers and price is not the key factor in sales. One complaint is that there are no local U.S. distributors and hence ordering and servicing present problems. Local outlets complained that some U.S. manufacturers require initial quantity purchases which are too large to permit local firms to accept direct dealerships.

The College of Trades and Technology and its 11 branch institutions in Newfoundland bought about C$7 million worth of equipment during their establishment period in 1962-63.

However, their current requirement for educational equipment during the foreseeable future is expected to be constant at about C$500,000 annually. Their requirements will include: laboratory and scientific equipment, electronic equipment and supplies and replacement items and parts for existing equipment.

The Memorial University of Newfoundland (MUN) has a new C$45 million plant which has been built, furnished and equipped since 1960. It includes, by conservative estimate, C$3.5-$4 million worth of educational equipment. Officials estimate that during the next three years, MUN will purchase another C$4.05 million worth.

Their principal purchases during this period will be: closed-circuit TV, audio-visual equipment, equipment for a new engineering laboratory and possibly the outfitting of a new medical school and perhaps a teaching hospital. They are also expected to buy equipment for expanding the geology and electronics laboratories.

During the next five years, the demand priorities for educational equipment in Newfoundland will be in the following order: (1) the audio-visual class, composed of tape recorders, projectors, language labs, videotape-recording machines with major emphasis on overhead projectors; (2) physics and chemistry laboratories; and (3) educational TV.

A limited amount of equipment for use in schools (not over C$50-$60,000 per year) will be purchased by the Newfoundland Provincial Department of Supply, as will all of the equipment for the Trade Schools. Much of this will be through local distributors.

The principal market for educational equipment in Prince Edward Island is the Prince of Wales College. Forward spending possibilities include tape recorders, projectors, and instructional TV. The biology, chemistry and physics laboratories are in the midst of many changes.

As to equipment acquisition, microscopes, ultra violet equipment, calculators, and many other items will be purchased in the next few years. Microfilm readers and printers are being purchased this year.

In New Brunswick, educational teaching devices are generally imported by the user directly from the United States or from distributing centers in Montreal, Toronto, Winnipeg, Calgary and Vancouver. U.S. companies are principal suppliers. However, educational equipment needs are also supplied by Great Britain, West Germany, The Netherlands (principally tape recorders), Japan (especially laboratory equipment and tape recorders), and a relatively small amount from Italy.

It is estimated that the Province will spend in excess of C$100 million in the next ten years on new school construction while an unprecedented amount will be spent for educational equipment aids. Local officials estimate that some C$15 million of educational equipment will be required in New Brunswick over the next ten years.

A new C$14 million French-language institution—The University of Moncton, at Moncton, New Brunswick—under construction for the last three years—has just been officially opened. Work is now under way on the university's campus which will include a C$1 million-plus French-language complex being built by the New Brunswick Government for the training of French-speaking teachers.

A new branch of the University of New Brunswick is being built in Saint John. Initial construction is of a combined Library-Administrative building and science and arts buildings budgeted at C$5.5 million for buildings and equipment.

The province's colleges, including new technical (trade) schools planned at various locations, could add C$30-35 millions to the value of existing buildings within the next five years with probably another C$2-3 million being spent on educational equipment.

Planned capital expenditures in Nova Scotia to 1970 include considerable outlays for educational equipment.

Examples of planned expenditures for construction where educational equipment would be required are: Acadia University—Science Center—1969—C$2 million; Dalhousie University—Arts Center—1968—C$3.5 million, Biology-Aquatron—1969—C$8 million, Library—1969—C$7 million, Dental School—1970—C$6 million.

British Columbia Provincial education expenditures continue to dominate the Provincial Government's budget. Total expenditures for this purpose in 1968/69 increased to C$275 million, or more than 15 times the 1951/52 expenditure of C$18 million and more than the total Provincial budget in 1956/57.

The capital program includes plans for the construction of new vocational facilities at Victoria and Kamloops, completion of the new school at Terrace, and extensions and alterations to the British Columbia Institute of Technology.

While the U.S. holds the greater share of Canada's educational teaching aids and equipment market, competition in some areas is increasing sharply—particularly from Japan, Great Britain, West Germany, the Netherlands, and Italy.

Canada, too, is rapidly developing and exporting sophisticated teaching aids. In February of this year Canada mounted a full-scale exhibit of teaching aids and equipment at the American Association of School Administration Convention.

A useful series of publications concerning the Canadian education market have, or will be, published by the Canadian magazine *School Progress* published by McLean-Hunter, Toronto.

These include Annual Market and Media Reports on the education market and special articles and reports planned for 1968, such as: Annual Canadian Education Showplace (Pre-show) issue; a major report on Learning Laboratories; a report on School Libraries; Computer and Data Processing in Education; and Annual Report on New Products Available to Canadian Schools.

PRIMARY AND SECONDARY EDUCATION, while receiving a smaller slice of educational budgets than before, still account for 65% of all expenditures in this field. Below, an Ontario elementary school.

While the overall preparation of this article took place at the U.S. Embassy in Ottawa, much of the research and substantial portions of the text were contributed by commercial specialists at U.S. Consular Posts throughout Canada. These include: F. A. Arenz, Calgary; A. R. Coleman, Vancouver; Gerald L. Donovan, Saint John, N.B.; J. H. Morris, Montreal; A. L. Price, Halifax; Russell Riley, St. John's, Newfoundland; C. M. Schneider, Quebec, and Virginia Torosan, Toronto.

Turks look west for trade

Changing economy provides challenges to U.S. firms to hold AID-gained leadership

Turkey's climb up the economic ladder is producing both challenges and opportunities for American businessmen. U.S. assistance has been reduced after providing approximately $2.5 billion to the Turks since 1948, but it is still an important factor according to the latest Economic Trends Report submitted by the U.S. Embassy in Ankara.

Increasingly, U.S. commercial and business entry into Turkey must now be achieved by direct business methods and long-term interest in Turkey as a market and business partner.

Liberal, expansive influences at work within the Government, and an active, growing private business sector all look to the West and the United States for more than assistance. Relationships based upon mutual interest and profit are sought.

Imports from the United States can increase as more foreign exchange becomes available, and as U.S. firms expand their co-operation in joint activities.

American mining companies should be aware of a more favorable attitude prevailing in certain quarters of the Turkish Government toward participation by foreign firms in exploration and development of minerals. They should also be cautioned however, that these attitudes have yet to be articulated in official statements or actions which would test public reaction.

Nevertheless, the holders of rights to many promising undeveloped mineral deposits are receptive to offers for joint ventures with foreign companies, and most would prefer an American partner. Establishment of new foreign-controlled exploration companies and an increasing volume of inquiries from both foreign companies and local mining firms indicate that the climate for mining investment is improving.

That segment of the Turkish mining industry which sells its products to foreign markets is generally in a period of decline and requires new capital and technical talent to reverse the trend. Reduced production, principally due to lack of sufficient exploration to maintain ore reserves, is noticeable in copper, chromite, manganese ore, and lead and zinc output. On the upgrade as a result of new discoveries and new installations are borate ores and mercury.

NEW INVESTMENT INCENTIVES have not been fully tested, but the number of U.S. firms already in Turkey indicates the hospitality shown to foreign investors. This subsidiary is in Western Turkey.

The magnitude of the investments called for by Turkey's Second Five-Year Plan as reviewed later in this article indicates the importance U.S. business should assign to continued and strengthened efforts to establish or improve contact and representation in this developing market. Greater and improved efforts are made even more necessary as U.S. assistance declines from the high levels of the past, and as Turkey pursues its policy of moving from association to a transitional phase designed to lead to full membership in the European Economic Community (EEC).

For diverse reasons, selling to Turkey is not easy. In fact recent evidence shows that the U.S. is slipping as a supplier to Turkey. The U.S. failed to gain proportionately as Turkey increased its imports from $571 million in 1965 to $718 million in 1966. The U.S. had sold $161 million worth of goods in 1965 but increased sales to only $173 million the following year. In 1967 the U.S. supplied only $123 million out of Turkey's total imports of $685 million.

This relative decline can be explained only partially as a consequence of reduced U.S. aid to Turkey.

An interesting example of the success that can be achieved by adapting to market practice in Turkey took place recently when a State Enterprise accepted a bid by a U.S. firm to supply a considerable amount of inorganic fertilizer against strong European competition.

Firm came prepared

The U.S. firm was successful because its representative was prepared to offer a wide range of suitable products and to negotiate all facets of the tender. This contract was only the first of a series under which Turkey will purchase approximately $60 million worth of fertilizer this year.

It could be worthwhile for other U.S. firms to examine carefully Turkey's needs as shown in its import program and make an extra effort to go after the business. Certain Turkish Government agencies have been consistent purchasers of U.S. equipment even when AID funds have not been available. Such agencies are: The General Directorate of Highways; State Hydraulic Works; State Railways; Turkish Petroleum Corporation and

Petrol Office; Turkish Coal Industries; Ministry of Defense, Land and Water Administration, Ministry of Village Affairs and Etibank.

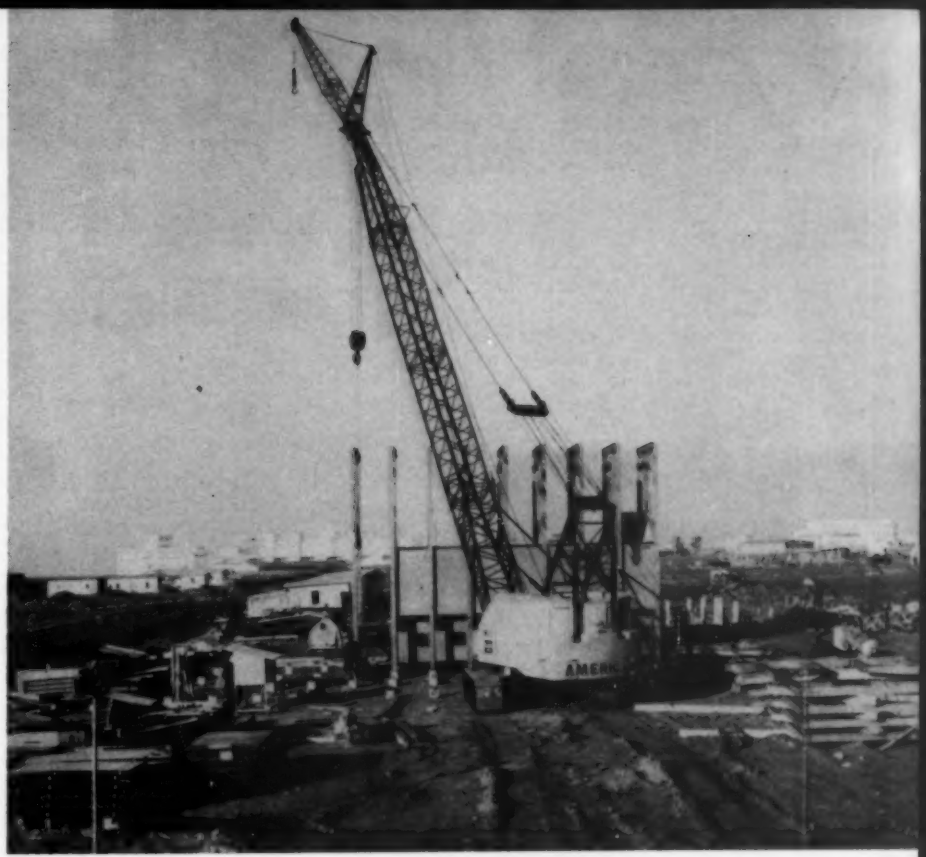
With its emphasis upon intermediate industrialization, the Second Five-Year Plan appears to open interesting joint venture or similar investment opportunities. The new investment incentive schemes, and the Foreign Investment Bureau of the State Planning Office, have yet to be adequately tested. However, there are indications that sound, well prepared proposals will be favorably received. The door may not yet be all the way open, but it is equipped with hinges and a knocker.

In its effort to encourage industry, the Government, operating under the authority of the Plan Implementation Law (Law No. 933) of July 1967, has established a procedure to allow up to 80% of a new firm's income to be exempt from taxation for its first five years of operation.

The State Planning Office, part of the Prime Ministry, is the arbiter of what constitutes a useful industrial establishment to be assisted by any of the wide range of tax or custom exemption incentives. Full details on these incentive programs are included in the publication "What Will The Five-Year Development Plan Bring to the Private Sector?" published by the Union of Chambers of Commerce, Industry and Commodity Exchanges of Turkey. Copies may be obtained by writing to this organization at Ankara.

Turkey's development efforts through 1972 are designed to achieve a 7% GNP growth rate each year, with concentration upon rapid industrial development. In particular, the production of intermediate goods is called for, in order to lay the foundation for the installation of capital goods production plant during the Third Five-Year Plan period (1973-77).

The annual growth rates called for by the Second Plan are: industry (12%), agriculture (4.1%), and services (6.2%).



U.S.-MADE EQUIPMENT, for development projects such as the ethylene plant being built above, has been popular with Turkish agencies even when AID funds were not available to finance the purchase.

The Plan's investment goals break down into expenditures in the following categories: industry (mining, manufacturing, and energy), 34%; agriculture, 15.2%; transportation, 16.1%; and housing, education and health, 33%.

To achieve the above goals, the Second Plan increases the emphasis upon private sector investment, especially in the manufacturing industries, with the State to continue to undertake large projects beyond the private sector's capability.

However, for the private sector to make the expected contribution, the Government will have to ensure an adequate and appropriate allocation of foreign exchange and import quotas.

Investor and business confidence has strengthened since 1965 and private businessmen especially have been active in the commercial, light and medium manufacturing, and financial fields. While plans and proposals are often publicized, private interests do not appear to be ready, or perhaps to have the resources, to take on major industrial investments.

However, the resources of the Industrial Development Bank (TSKB) are being increased this year through the Consortium for Aid to Turkey of the OECD, and the Industrial Investment and Credit Bank (TSYKB) has announced recently the procedures under which it will extend medium-term loans (up to ten years) for private industrial investments.

Turkey's plans to increase industrial exports depend upon meeting world prices. In the past Turkey has sponsored the development of industry in a protectionist manner, emphasizing import substitution.

The current Government, through the

Import Program for 1968

Turkey's 1968 Annual Import Program is drawn directly from the Second Development Plan, and while the total import level of $835 million may not be reached, it is expected that about $710 million worth of imports will be purchased this year. This program, emphasizing industrial development, divides imports into three main categories: investment materials ($332 million); raw materials ($418 million) and consumption items ($85 million). While it is unlikely that these totals will be attained, the shortfalls will probably be spread proportionately among these categories.

A complete review of the 1968 Import Program appeared in the World Business Outlook article, "Steady Turk Growth Seen" in the Feb. 19 issue of INTERNATIONAL COMMERCE.

planning process and investment incentives, is seeking to modify this situation by requiring that new industrial development be geared to international levels of competition.

Continued attention supported by action is needed in this field and the Second Five-Year Plan is replete with injunctions to this end. Other measures, such as lowering inland transportation rates and establishing national standards and quality control agencies, are in process to assist local industry in this effort.

In addition, an export tax rebate system is being expanded and simplified to encourage Turkey's manufacturers to look abroad for markets.

The government continues to lay great stress on agricultural self-sufficiency and to this end relies upon minimum prices, subsidies, and strict import controls in the agricultural sector.

The protectionism designed to foster local industry is also part of the foreign exchange problem, as the inability to purchase enough from abroad to supply local needs has lead to reliance upon import substitution which is often characterized by low volume, high unit cost, and poor quality.

For the past several years Turkish authorities have noted the interesting phenomenon that as the number of tourists visiting Turkey has increased, official receipts of foreign exchange by the Central Bank have increased at a much lower rate.

In an effort to increase official receipts, early in 1968 the Government decreed the establishment of a special Tourist Tax Rebate System. This system gives any tourist 33⅓ more Turkish lira for his dollar, or TL 12 instead of the former TL 9 per $1. The system covers all business visitors and tourist expenditures on services and goods in Turkey.

Germany passes U.S.

The Federal Republic of Germany overtook the U.S. with 1967 sales worth $134 million and become the leading supplier of Turkey's imports. The rest of the EEC is also expanding its endeavors. Yet U.S. firms can compete against the EEC and others by using aggressive, ingenious and flexible sales and delivery methods for which U.S. business is well known.

The U.S. business reputation for quality and reliability is a strong asset in Turkey and fully useable in appropriate ways.

Philippine trade and investment prospects are mixed, but U.S. should hold its share of market

Imports should continue strong rise, but not at dramatic '67 pace; rising nationalism makes investors wary—court cases may clear air

By GEORGE A. ELLSWORTH
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Trade and investment prospects in the Philippines for the next twelve months present a mixed picture, with perhaps an indication that some basic trends for the longer term may be in the process of crystallization.

Imports, which rose dramatically by about 22% during 1967, will probably continue to rise but at a lower rate (estimated at 10-15%) because of the continuation and possible strengthening of monetary and credit restrictions imposed by the Government in mid-1967.

Exports are expected to rise somewhat after suffering a decline of 2% in 1967, with both the administration and prestigious trade and industry groups giving this area of activity a high priority.

The investment climate, on the other hand, will probably remain uncertain despite passage in 1967 of investment incentives legislation and official efforts to attract foreign capital.

Potential and actual foreign investors are still awaiting certain court decisions regarding their rights and status and clarification of the arrangements that will govern Philippine-U.S. trade relations when the present Laurel-Langley Agreement expires in 1974.

Coupled with an increasingly nationalistic attitude by local authorities and legislators, this makes for a general mood of wariness in regard to investment and has led to individual instances of disinvestment by certain U.S. individuals and firms. Philippine capital also continues to flow abroad. The overall result has been a net outflow of investment during the past few years.

A modest growth of 5.6% in gross national product (GNP) in real terms took place in 1967, based primarily on a substantial gain of 5.1% in agriculture and high growth rates in mining (9.4%) and construction (10.7%).

Although growth in manufacturing (5.5%) kept pace with the expansion in GNP, this increase was much lower than necessary for substantial industrial development to take place.

Prices remained relatively stable during 1967, with the wholesale price index rising by 4.2% and the consumer price index for Manila increasing by 5.7%. Rises in the prices of food and clothing accounted for most of these increases.

During 1967 Philippine imports reached an estimated $1,040 million compared with $853 million in 1966, with the United States holding about 33% of the market during both years. This increase in imports began early in 1967 and in June prompted the Government to impose rather stringent conditions on import financing in order to protect the country's exchange reserves.

Among other things, all imports were required to be paid for with letters of credit carrying marginal deposits ranging from 25% to 150% of the value of the goods involved. Additionally, it compelled commercial banks to maintain a "one-for-one" dollar liabilities to assets ratio in order to increase the cost of import financing.

Reasons for imports

The principal reasons given for the large imports which necessitated the new restraints were an inordinate amount of open-account importing from countries anxious to gain a market foothold, and heavy inventory building by some importers fearful of future restrictions or even devaluation. There have been some modifications of the measures in question, but they are expected to continue in force in 1968 and may possibly be strengthened.

The traders principally affected by the conditions mentioned will continue to be those accustomed to selling on open account; the majority of these have in the past been from countries other than

the United States. Thus, the American share of the market will probably remain stable in 1968 and perhaps even rise somewhat.

The likelihood of an improvement may be further secured with sales promotion efforts of U.S. exporters in certain lines. Existing market trends and the experience of some firms in the past year fully support this belief.

In this connection, a look at the available import statistics for 1967 discloses significant gains in machinery, electrical and transport equipment and tools, to name only a few headings in which U.S. producers participated. Their increased sales resulted from the general rise mentioned above and from two other factors.

First, there seems to have been a revival of customer preference for American quality and dependability in items such as pumps, hand tools and certain industrial tools, despite higher prices than those offered at times by Japanese and other competitors.

Second, many U.S. producers of the lines mentioned have seen impressive gains in sales from the work of resident local or regional representatives. In one instance a hand tool manufacturer witnessed a 70% rise in orders while a company making industrial grinders and allied equipment reported over 100% improvement in its business. Thus, it would appear that the presence of well-trained and active factory representatives who can give the support, advice and push to local distributors is an investment which pays off.

Another area which American exporters should observe closely during the next few years is the assembly industry in the Philippines. Last year assembly of motor vehicles increased by 4,225 units, or 28.1% over 1966, and electrical appliance assembly went up from 58,000 units in 1966 to 70,200 in 1967.

These levels admittedly do not warrant an increase in local component content, especially since there are a large number of firms in each field. But the demand for the items mentioned will continue to grow, and within a few years some significant backward integration in the plants involved would be justifiable. However, such a process calls for appreciable foreign capital inputs which, as stated earlier, do not at this time appear likely in the immediate future.

Reluctance on the part of foreign (and Filipino) investors to commit themselves to sufficient new major investments in the Philippines will have to be corrected if meaningful progress is to be made in the country's general drive for industrialization and export expansion.

RISING NATIONALISM in the Philippines is causing potential investors to hold off on making new commitments, pending the outcome of several court cases. Above, the antenna is installed at a recently completed GTE-built satellite communications station 25 miles east of Manila.

The latter is a prime objective of the Administration and the business community. In 1967 and in the first few months of 1968 certain steps have been announced, including special preference for exporters under the investment incentives legislation and the formation of an Export Coordination Center to streamline export procedures.

Legislation under consideration by Congress in this field includes an export incentives act providing tax benefits to qualified exporters, and a bill establishing an export processing zone outside Philippine customs territory. These are moves in the right direction, but they will have to be accompanied by increased investment if the total effort is to succeed. Traditional Philippine exports of primary commodities and some handicrafts cannot be expected to increase sufficiently to satisfy the Philippine requirement for foreign earnings.

Therefore, the current program should be primarily aimed at developing new export products and markets, making the participation of foreign investors in the movement essential.

Such investors could provide the large capital inputs, technology, management skills and marketing support which would give an incipient export industry a fair chance to compete. This is an important consideration in light of advances already made in developing export industries by neighboring countries.

Civil War slows Nigeria's growth to a walk; disruption of oil industry has chief impact on U.S.

No real trade gains or major new investments expected until conflict is resolved; 12-state political system introduced

Nigeria's civil war has slowed economic growth to the point where it is barely able to match the country's still-growing population.

Since the start of the civil war, the U.S. share of the Nigerian market has declined from the record high of 16.2% during 1966 to an estimated 11% in the last half of 1967. This decline is not surprising, as non-essential imports have been curtailed and investment activity has been reduced.

Much of the decline in the U.S. share of the market was due to the sharp decline in oil company investment, with the consequent reduction in imports of specialized equipment from the U.S. With the resumption of petroleum operations, which is now beginning, this situation should improve.

Through its development AID Program, the U.S. remains committed to a wide range of projects which are designed to strengthen Nigerian unity and to further its economic development. Its new political structure which the Federal Government is determined to make work should provide the framework for greater political stability and a better-coordinated approach to national development.

The implications of the current situation for U.S. business and government can be judged best through an examination of Nigeria's long and short-term prospects.

For the immediate future, the pace of economic development will continue to be slow, although important improvements in infrastructure, particularly power and communications, are moving ahead. Measures to conserve foreign exchange are likely to continue and perhaps become more stringent until Nigerian exports return to more normal levels.

A substantial increase in exports is not likely to develop, however, until the civil war has been concluded and sufficient stability achieved to enable resumption of the export of palm oil and other products from the East. Consequently, the outlook for American exports to Nigeria in the immediate future is not bright.

In the longer term, Nigeria, Africa's most populous country, should prove to be a large and increasingly attractive market in which to sell. Furthermore, its development potential and the free nature of its economy should make it attractive to American investment.

The civil war has created uncertainties in the minds of private investors. Those already established in Nigeria have been inclined to postpone expanding their investments; others who had plans for new investments are, for the most part, holding these in abeyance until the civil war ends.

While the government has continued to support many on-going capital projects—the Kainji Dam, for example—the need to divert revenues to meet military requirements and the decline in the total available revenues has severely limited its ability to finance new projects.

Industrial growth had been relatively rapid in recent years, particularly in the former Eastern Region as a result of the burgeoning oil industry. In the east some of this industry has again come under Federal control, and by far the larger share of Nigeria's limited industrial capacity remained outside the war zone and has not been directly affected by the fighting.

Some manufacturers, however, have felt a loss of markets; others face local shortages of material and trained personnel.

In some industrial areas, textiles for example, the loss of production in the East has been more than met by utilizing existing or new capacity located in the Western and Northern Regions—although the output of certain types of textiles, particularly prints, has been sharply reduced because important production centers are located in the East.

Hardest hit of all has been the building and building materials industries. Production of roofing sheets has declined by one-half and building paints are down by one-fifth. At the same time, paint sales to industrial users are up by 10%, although several paint manufacturers have reported that sales have not matched the market projections made before the start of hostilities. With the exception of the Eastern Region, which is affected by both the fighting and raw material shortages, it is clear that Nigeria's manufacturing industry has continued to produce.

The civil war has hit the economy hardest in the petroleum sector—which offers the greatest potential as a hard currency earner. Most of Nigeria's production capacity is located in areas not controlled by the Government or must be evacuated via a pipeline running through those areas. Production at present is limited to 55,000 barrels per day

Largest potential market

Looking beyond the end of the civil war, Nigeria is potentially one of the largest—if not the largest—African markets for American goods. As the standard of living in Nigeria rises; as investment in new production facilities resumes; and, as foreign exchange availabilities improve with resumption of oil exports at increasingly higher levels, there is almost certain to be an increased effective demand for imports.

In the meantime, short-run requirements will require Nigeria to concentrate most heavily on meeting the needs of its industrial sector and the needs of its armed forces. Thus, normal purchases of consumer goods may continue for some time at a reduced level.

Plans for future

Once peace and stability have been restored, Nigeria will be in a position to exploit more fully its greatest natural resource—petroleum. Plans are now going forward again to develop this resource. As this development proceeds, both Government revenues and foreign exchange availabilities should greatly increase; economic development should proceed at a more rapid pace; living standards improve; and demand for industrial and consumer goods imports should also increase.

concession, less than 10% of the record production established in mid-1967.

Yet the potential remains. The end of hostilities should see eastern production start climbing sharply after a few months.

In addition, Shell-BP has started a pipeline and offshore loading facility of 365,000 barrel-per-day capacity which will allow it to get its Midwestern production going again during the third quarter of 1969.

Regardless of developments in the Eastern region, therefore, Nigeria should reclaim its previous position as a petroleum exporter on a volume per day basis at some point in 1969. If peace can be re-established during 1968, daily production levels should reach new highs in the latter half of 1969. Exports, foreign exchange earnings and government revenue from petroleum should climb steadily thereafter for a number of years, with a broad impact on Nigeria's ability to finance its development and on its potential as an export market.

The past year was a poor one for the tin and columbite mining industries because of unsatisfactory prices. Production of tin and columbite were both down, and the present outlook is pessimistic—the Chamber of Mines is speaking of some companies having to cease operations. The Government has lowered export duties and royalties on tin in an effort to provide relief. The Nigerian coal mines are in the secessionist region and presumably will be restored to production during the year, in which case, imports of coal will be reduced.

Wage rates have remained steady and labor is relatively tranquil due, in part, to the secession of the Eastern Region where labor was better organized and more volatile as well as to the Civil War. Effective appeals to patriotism throughout the country have been made and the Government has endeavored to keep all forms of unrest to a minimum. A sharp increase in industrial unrest was noted in the last part of December, which continued into 1968 with a rash of strike threats. Most disputes, however, were of short duration.

The Government countered with a vigorous campaign to reassure management and planned to outlaw strikes by stiff legislation providing for compulsory binding arbitration of labor disputes.

In January 1968, the Central Bank withdrew all currency in circulation outside the boundaries of the former Eastern Region and issued new notes in an effort to restrict the assets available to the secessionists for purchases abroad. This move was followed by an issuance of new "Biafran" notes in that part of the East under secessionist control in exchange for old Nigerian notes.

The Federal Government will not honor the Biafran notes and old Nigerian notes are the only legal tender which it recognizes in the former Eastern Region—including those parts now under Federal Government control.

The Federal Government has made no arrangements yet for the transfer of funds between Eastern areas under its control and the other areas of Nigeria. This situation, if it continues, probably will be an inhibiting factor both in the resumption of normal commerce with other parts of Nigeria and in the reconstruction and resumption of industrial activities in the rewon areas.

Super tax

Despite pruning of less essential domestic programs, suspension of new projects, and other efforts to economize, the Government found it necessary to resort to deficit financing. Internal borrowings, primarily through treasury bills, was increased; a new super tax was placed on corporate profits; a new 20% capital gains tax was imposed; and a 5% surtax was placed on all imports.

Later, a new compulsory savings program was introduced requiring all wage earners to apply 5% of their salary to the purchase of bonds that are redeemable only after ten years.

Budgetary problems are likely to continue for some time. After the civil war has ended, any savings in expenditures on this account will be offset by the demands of reconstruction. The major source of Federal Government revenues in the past has been import duties. Given the current, more restrictive import regulations, the Federal Government will be required to resort to additional revenue producing measures. It seems likely that this will take the form of long-term loans.

Government finances will be further burdened by the creation of twelve states which are replacing the old structure of four "Regions," plus the Federal district of Lagos. For several of the new states, there will be such heavy infrastructure re-

Change in policy

Nigeria has generally pursued highly conservative fiscal and monetary policies. It has in the circumstances of the past year been compelled to relax statutory limitations on Government borrowing and required levels of external assets, to enlarge the role of the Central Bank, and to seek additional ways and means of raising revenues. Thus far, these measures have had no serious inflationary effect.

The Government has proceeded cautiously in taking these steps and they are unlikely to lead to a significant change in Nigeria's open and basically free economy. Having moved away somewhat from previous fiscal and monetary conservatism, the Government may find that it has greater flexibility and scope in coping with fiscal and monetary problems—in the future as well as now.

NIGERIAN IMPORTS have been limited to all but essential economic and military items. No significant trade pickup is expected until the Civil War ends. This is the Atlantic Terminal at the Port of Lagos.

quirements as improved communications and transport. There is also a shortage of skilled and experienced personnel to set up and run the new administrations. A major problem will be to work out a new system of revenue allocation.

In the long run, the new twelve-state system, which came into being on Apr. 1, seems likely to afford improved political stability, more attention to economic problems by each state, and probably will result in a greater degree of central government involvement in economic activity than was the case with the former regional system.

While the first half of 1967 had shown a favorable balance of trade on current account of about $100 million, there was a sharp deterioration in this account following outbreak of the civil war.

At year's end, the current account showed a favorable balance for 1967 of only $58.4 million compared with $75 million in 1966.

In the last half of 1967, the Government moved to stem the outflow of foreign exchange by imposing import restrictions. These were tightened substantially by an extension of the import licensing regulations. Thus far only a very few, if any, licenses have been issued under the new decree and consequently, there has been a virtual suspension of imports on nonessential and luxury goods.

In addition, for those goods in the pipeline or for which licenses are or will be issued, foreign exchange is made available for payment only to the degree that foreign exchange is currently earned.

The British devaluation added to Nigeria's foreign exchange reserve problems. Sterling balances represent a major portion of Nigeria's reserves. Since the level of Nigerian exchange reserves was already declining, the devaluation of the British pound came at a particularly awkward time. When several other nations who list Britain as their principal trading partner followed the British lead, there were some who expected Nigeria to join the procession. While it did not do so, rumors of such a move persisted.

The difficulties ahead in reaching a satisfactory settlement of the civil war and in restoring peace and stability should not be underestimated. But, of relevance to both American business and governmental interest, is the fact of Nigeria's basic strength, a strength which derives from its virtual self-sufficiency in food production, its diverse agricultural exports, and its development potential. It is difficult to conceive that in this situation, there will not be a significant and growing role for American techniques and American capital in Nigeria.

Argentines assess progress under new economic program, find many problems remain to be overcome

Inflation continues to plague nation despite industrial recession; private businessmen show renewed interest in ties with U.S.

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Argentina's new economic program, introduced in March 1967, has completed its first year with much achieved and much still to be done.

The latest Economic Trends Report submitted by the U.S. Embassy in Buenos Aires says that foreign exchange reserves have quintupled, the budget deficit has been almost halved, tax collections have greatly improved, international lending institutions are smiling at Argentina once more, and foreign private capital is flowing in. Much more is being attempted.

Many of the economy's basic ills, of course, remain. One of the most persistent is inflation, which has plagued Argentina for decades. The annual increase in the cost of living averaged 29.2% in the period 1962-66. The figure for 1967 (the first full year of the Onganía Government) was 27.4%—an improvement, but not as much as had been hoped. Evidence that this problem is still serious has been the twelve-month cost-of-living increase of 29% from Jan. 1967 to Jan. 1968.

Cruel paradox

It is a cruel paradox of the Argentine economy that inflation continues despite a general recession in manufacturing. Argentina's gross domestic product in 1967 grew by a modest 2% (less than 1% *per capita*). The previous year, the GDP had not grown at all.

Although it shows unmistakable signs of better health, this still is not a booming economy. Its total picture would look worse if it were not for an active construction industry, rising production of energy and fuels, and the export performance of the all-important agricultural sector.

Argentina is already perhaps the most industrialized nation in Latin America, with 29% of its labor force in manufacturing and 35% of its gross national products generated by the manufacturing sector. However, 90 to 95% of Argentina's exports are still agricultural. The trend is slowly in the direction of more exports of manufactures.

The Argentine Government is exerting a great effort to promote exports of manufactured products. Aside from direct measures of export promotion, it has given investment incentives to manufacturing industries and is carrying out large-scale increases in public-sector investments, notably in transportation and electric power.

Incentives for key sectors

Other governmental incentives are aimed directly at stimulating investment in key basic sectors of the economy, such as steel, chemicals and metallurgy.

The Government, moreover, is exercising strenuous efforts to build a good framework for the nation's business by controlling inflation maintaining a stable and realistic exchange rate, and improving the efficiency of the state enterprises.

These governmental measures seem to be striking a responsive chord among private businessmen, many of whom show a growing interest in new and trading investment opportunities with the United States and other countries.

The renewed interest of both public and private business in plant and infrastructure modernization, the relative lowering of trade barriers (which remain high, however, in fields where Argentine industry is active), and the strong possibility that this year may see the beginning of significant progress in the long-stagnant economy, suggest rising opportunities for U.S. trade and investment.

Argentine imports from the United States amounted to $242.9 million in 1967. The United States has long been the leading source of Argentine imports, and our share of these imports was 22.2% in 1967, almost even with the two previous

years, in both of which it was 22.8%.

For the kinds of goods which form the bulk of U.S. exports to Argentina, our chief competitors in 1967 were West Germany, Italy, the United Kingdom and Japan, in that order. The principal categories of these goods were motor vehicle components, organic chemicals, iron and steel, metal-working machinery, pumps and centrifuges and construction machinery.

1967 U.S. sales

Although the total monetary value of U.S. exports to Argentina in 1967 dropped from the level of $256.7 million in 1966, this decrease was due largely to a sharp drop in Argentine imports of long-range aircraft; if sales of aircraft are excluded from the total value of U.S. exports in both years, Argentine imports from the U.S. actually showed a slight increase in 1967.

Over the past ten years (1958-67), Argentina has obtained as much as 29.3% of its imports, and never less that 16.5%, from the United States. Over the same ten years, Argentina has sold to the United States as little as 6.2%, and never more than 12.9% of its exports.

As a result, Argentina's cumulative trade deficit with the United States over these ten years totaled $1,698 million. This is a source of persistent complaint on the part of many Argentines, who believe U.S. sanitary regulations on fresh beef and our import quotas on cheese and textiles unfairly restrict Argentina's ability to export to us, while our PL-480 programs and CCC-financed credit sales of wheat and other grains represent—they believe—unfair competition to them which limits their exports of these products to other countries.

There is a feeling in some parts of the Argentine Government that, in support of export promotion, Argentina should "buy from those who buy from us." This is interpreted to mean that Argentine public-sector purchases (which represent a large portion of imports) should be directed to countries with which Argentina already enjoys a favorable balance of trade, or which give promise of increasing their imports of Argentine products.

It also means that Argentina can be counted on to curtail its public purchases from countries which adopt measures that will have the effect of denying to Argentina the opportunity for expanding its exports to these countries.

More and more Argentines are realizing, however, that the United States is perhaps the most promising market for Argentina's non-traditional exports, and that Argentina could do more to make these products known to buyers in the United States.

Certainly, Argentina does not like bilateralism, and the Government remains committed to multilateral trade. It is not likely to depart from this commitment, unless it feels compelled to do so in reprisal for protectionist measures taken against Argentine exports.

Opportunities for U.S. exports to Argentina clearly exist in several specific fields. Opportunities exist or are in the offing for U.S. exporters to supply construction and road-building equipment for the large infrastructure projects planned to be undertaken in 1968.

These projects include expenditures equivalent to $150 million for national road programs and $100 million for provincial roads; $31.4 million for expansion of the Buenos Aires subway system; $134.3 million for water and sanitation facilities throughout the country; $16.6 million for improvement of ports and waterways; and expenditures for such special projects as the $30 million oil-products pipeline from Mendoza to Córdoba and the possible start of civil works for the $400 million El Chocón-Cerros Colorados hydroelectric power project. Both the World Bank (IBRD) and the Inter-American Development Bank (IDB) are participating in several of these projects.

Besides the El Chocón hydroelectric power project, for which the Government states that first bids will be called for in May of this year, there are good opportunities for supply of equipment and material for the electric power industry. SEGBA, the state-owned power company serving greater Buenos Aires, has already embarked on a $135-million program (with $55 million in IBRD support) to expand electric generation and distribution facilities.

This expansion does not include the nuclear power plant to be built by Siemens of West Germany. Rural electrification projects are also being carried out with $21 million support from IDB.

Although the Government has ruled adversely on the important steel project proposed by the local firm Acindar in conjunction with U.S. Steel, the state-owned steel company, SOMISA, will expand its steel producing and fabrication facilities with the assistance of $33.7 million from the Export-Import Bank of the United States.

The private steel plant Propulsora which has received important duty and income tax benefits from the Government is going ahead with work on construction of a large integrated steel mill with the assistance of funds from Italian sources. The increased activity in the steel industry should result in a continuation of the 1967 trend for greatly increased imports of metal-working machinery.

The Government's policy of once again opening the country up to foreign participation in petroleum exploration has already resulted in the award of concessions for both onshore and offshore exploration and for secondary recovery operations. Concessions to explore and develop other areas will be awarded in 1968. As a result, imports of well-drilling and other oil-field equipment promise to expand in 1968, following the trend that began last year.

Continued upward trend

Prospects are that imports of organic chemicals will continue the upward trend of the past two years. Imports of equipment and machinery destined for use in the chemical industry in general will depend largely upon how the investment plans of U.S. firms materialize and upon the extent to which U.S. bidders are successful in securing the engineering and construction work.

The success of the Japanese in securing construction contracts for building Argentina's first large-capacity ammonia plant and for refinery expansion projects has contributed to the rise in Japanese exports to Argentina.

Dow Chemical has recently proposed the construction of a $114-million chemical complex in Bahia Blanca to produce ethylene, chlorine, caustic soda, and other products, while another U.S. firm plans to produce petroleum coke. Other petrochemical projects that are already approved include the expansion of plastics production facilities and a $12-million expansion of liquid gas extraction facilities.

Although an Italian consortium won the bid for construction of Argentina's satellite communications ground station, there is a developing market for electronic and telecommunication equipment that could mean greater sales for U.S. suppliers of these items.

Airport radar and traffic control equipment will be sought in the near future, and there is a demand for two-way microwave communication equipment.

The planned expansion of Argentina's fishing fleet and re-equipment of the State Shipping Lines will create a possibility for increased sales of electronic ship-board equipment.

The state-owned telephone company is formulating plans to modernize equipment and reduce the backlog of around 500,000 requests for telephone service.

Ethiopia's prospects are good as coffee exports recover and devaluation's effects are minimal

Suez closure is also proving an irritant that can be lived with; many public projects provide best openings for U.S. suppliers

Sparked by a vigorous rise in coffee exports and the negligible effects of both the closure of the Suez Canal and devaluation of the British pound, Ethiopia appears on the verge of an economic upswing.

The outlook for the next half year is for continued moderate growth financed partly by a continuing inflow of foreign capital, private as well as government. A third five-year plan, incorporating a 5.9% growth rate, is scheduled to be issued in July, according to the latest Economic Trends Report submitted by the U.S. Embassy in Addis Ababa.

Extension in March of the United States investment guaranty program to include all coverages available under United States law has improved the already hospitable climate for American investment.

Opportunities for increased sales of American goods and services will result primarily from continued growth of the economy and from planned public works projects, including highway improvements and the construction of a large hydroelectric installation.

The principal American-financed projects now under way are the $21.7 million Fincha hydroelectric installation; a $5.8 million loan supporting a malaria eradication program; a survey of airport improvement needs which will probably lead later to work tenders; the Hilton Hotel; and an $8 million loan to the Ethiopian Investment Corporation for relending to industrial and farming ventures.

An AID-financed team from Stanford Research Institute is making a study of Ethiopia's agro-industrial potential, and two American investment consulting firms, partly financed by AID, are trying to identify and develop investment opportunities.

A $7.2 million IDA loan for the construction of secondary and technical schools will result in world-wide tenders for school equipment, among other things.

Although the figure of 5.9% planned annual growth is no more than a target, the indications are that Ethiopia will continue to enjoy a steady, moderate growth. This continuing growth will generate a recurring need for imports of capital goods, both agricultural and industrial.

As more rural people are drawn intc the cash economy, the demand for low-priced farm tools and consumer goods will increase; meanwhile, the rising standard of living and the increasing level of sophistication among city dwellers will also have a strong effect on consumer demand.

The Fincha Hydroelectric project will create the need for both commodities and services of American origin. It is expected that the prime contract for construction of the dam, access roads, and power generating installation will be awarded some time in the summer of 1968. The Imperial Highway Authority will also need internationally experienced contractors under the World Bank and IDA financed portion of the highway program.

Other contemplated undertakings that may require the services of building contractors are airport development (survey now being financed by AID); port development (financing not yet arranged); and construction of facilities for mining potash, moving it to port, and loading it for export (an American company has a contract).

The official attitude of the Imperial Ethiopian Government to foreign investment remains one of cordiality. The investment climate for American businessmen was further improved on Mar. 8 by an official exchange of notes expanding the existing Investment Guaranty Program applicable to Ethiopia, to permit coverage against all risks which can be insured under United States law (the specific risks of inconvertibility, expropriation, war, revolution and insurrection, as well as the extended risks).

The National Bank acted on Mar. 1 to conserve exchange reserves, restricting the amounts of foreign currencies available to Ethiopian residents traveling abroad for business and pleasure.

The devaluation of the pound had a minimal effect on Ethiopia's official reserves, most of which are held in dollars. There was some loss of income on outstanding export orders, about one-third of which were quoted in sterling; however, this loss was a very small percentage of the country's total export income over the half year. There has been no noticeable decrease in the prices charged in Ethiopia for goods of British origin.

Despite the depressed level of trade, the results of the Suez closure have become better defined. It appears that the most serious result of the longer passage around the Cape for goods shipped from Europe and the Americas will not be the extra freight rates, but rather the cost of financing goods when they are in transit for abnormally long periods of time. Many importers, whose merchandise ranges from books to passenger automobiles, are investigating air freight possibilities over at least part of the distance their goods must travel.

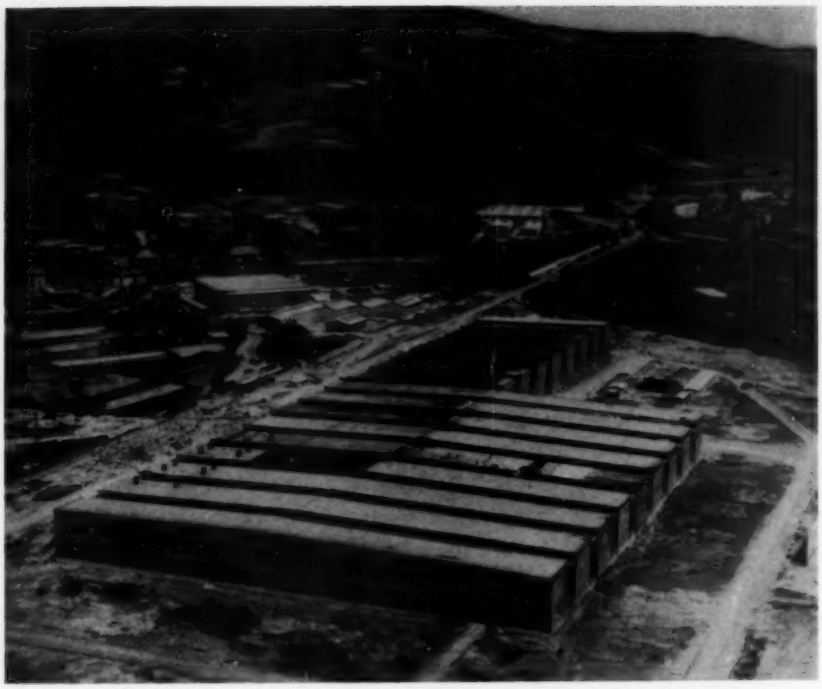
The value of Ethiopia's 1967 imports and exports was down from 1966, both before and after Suez, slightly more so after the canal's closure than before.

A price-conscious market

Ethiopia remains, for the present, a price-conscious market. The country's principal suppliers are low-price producers in Italy and Japan. The concept of economizing by paying a little more for greatly superior merchandise is a difficult one for the low-income buyer to grasp.

American exporters could improve their sales prospects by stating explicitly, either by printed word, or through their agents, the advantages that their products have over seemingly similar, but lower priced, goods. Measurable advantages, such as longer wear, trouble-free service, or the guarantee of available spare parts and repair services, can be very powerful selling points, if they are properly presented.

For the smaller, sophisticated segment of the market, styling, convenience, and prestige are strong inducements. But here, as in any other market in the world, product superiority is a selling point only if it is made apparent to the customer, through proper sales techniques.



SPAIN'S INDUSTRIES are harder to sell after devaluation of peseta. Here, Fabrica Echevarria at Bilbao.

Devaluation of peseta, industrial pause will make Spanish import market much more difficult to sell

United States remained nation's top supplier, customer in 1967; sales of goods, services to tourist industry hold top promise

By WAYLAND B. WATERS
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Prospects are that exporters from most countries, including those in the United States, are going to find Spain a more difficult market to sell than in the years just past.

This, in briefest summary, is the result of two changes in Spain's economic picture: the devaluation of the Peseta from 60 to 70 per dollar last November, following the devaluation of sterling, and a slowdown in many sectors of Spanish industry during this past year.

With devaluation, all imports from countries which did not devalue now cost proportionately more. And the decrease in economic activity has entailed, in some industries, cuts in production and increases in inventories, and a consequent reduction in imports of raw or semi-finished materials.

Thus, traders will have to be more persistent and attentive to extend or retain the markets they have established in Spain, and the development of further markets for new or different products will have to be promoted much more actively.

Despite growing difficulties, Spain's own 1967 trade account showed considerable improvement. Both in overall trade, and in trade with the United States, Spanish imports declined slightly from 1966 levels, while overall exports increased more than 12% above 1966 levels. Exports to the United States rose by an impressive 40%.

This record reflects not only greater and more effective trade promotion by Spain, but also a growth of the country's capability to produce merchandise which can compete in world markets.

Despite the lower import level, Spain again in 1967 bought more from the United States than from any other country—and again sold more to the United States than to any other country. Under present conditions, U.S. exporters will have to work even harder in 1968 to maintain their position.

Preliminary indications are that many firms with major United States participation are proceeding with immediate plans for current capital installation and expansion, despite recent limits on direct dollar investment from the United States.

Subsequent prospects

The prospects for subsequent years, and the effect on related sales of U.S. equipment in Spain, will, of course, depend on many circumstances. No changes of note in the basic market factors are expected during the year.

Spain's principal imports from the United States probably will continue to be feed grains—principally corn and soybeans. The need for equipment and machinery for power generating plants and other major capital installations should continue, and availability of attractive financing will probably be a major factor in sales.

In Spain's overall trade, as well as in bi-lateral trade with the United States, only a third of her imports are covered by exports, and Spanish firms will probably review more critically their purchase of lighter equipment and tools, particularly imports. The market for such goods will have to be explored more thoroughly, and success for products coming from abroad will require more effective salesmanship.

With tourist receipts constituting Spain's prime source of foreign exchange, opportunities should continue here for sale of products and services related to it, both in direct tourist enterprises—hotels, restaurants, entertainment—and the "infrastructure" of transportation—principally new airport construction and facilities, railway services, and highway improvements.

The Trans-European Express is expected to commence service from Geneva to Barcelona; major highways are being constructed from Bilbao and Barcelona north to the French border, and the national *carreteras* radiating from Madrid are being improved and widened. Thus,

there should be a continuing need for machinery for public works—earthmoving, excavating, road building and construction.

One of the main determinants for any new or expanded market opportunities in Spain will be the Second Development Plan, covering the years 1968-71. As a result of recalculation and revisions resulting from the Nov. 1967 devaluation and the United States direct investment controls introduced on Jan. 1, the new plan has yet to be published—adding further to prevailing uncertainties among investors.

The plan is expected to call for somewhat more Government support for agriculture and associated industries. Although a third of Spain's labor force is still on its farms, it accounts for less than a fifth of the country's gross national product.

Thus, the trade possibilities in the derivative or contributory industries should be relatively improved—for cultivating, irrigating, and harvesting machinery for the farm, and food preserving, refrigerating, handling and marketing equipment.

Development of this sector has a double advantage for Spain: food and other agricultural produce is still her principal export, and improvements here can expand possibilities for her export trade.

Room for improvement

There is also much room for improvement of domestic food distribution, to make it more economic and remunerative and reduce the proportion of foodstuffs lost between farm and dining table.

The International Food Distribution Association (AIDA) has selected Madrid for its Seventh Congress, in June of 1969, to include an international exposition related to food, which may provide an opportunity for producers and traders to show their wares and push their sales in Spain.

Although the prospects for 1968 may seem less promising in particular instances, it may be a very good time for new firms to enter the Spanish market on a smaller scale, to study the features of the market and get established with an agency here, and prepare to move in rapidly when industrial output and business activity have again picked up.

Professional services for traders and other businessmen here have expanded notably in recent years, and there is ready access to market surveys, management assistance, legal counsel, tax and accounting services, financing information, credit and business reports, advertising and public relations and trade exhibit support.

Steel, chemicals expected to sustain moderate Luxembourg upturn; firms more optimistic than a year ago

Revised law provides extensive incentives for foreign investments; nation has highest per capita GNP, consumer purchases in EEC

The economic outlook in Luxembourg for the coming year is for a continuation of the moderate upturn begun last year, led by steel and chemical exports. This trend will be keyed in 1968 to economic activity in neighboring countries, especially West Germany according to the latest Economic Trends Report submitted by the U.S. Embassy in Luxembourg.

Growth in GNP at constant prices is expected to be on the order of 2.5%, up from about 2% last year.

Psychologically, consumers and businessmen are generally more optimistic than a year ago when a recession was feared following real economic growth of only 0.9% in 1966.

Because of the declining number of new jobs available in the steel industry, the continuing need to diversify the economy and reduce its dependence on the steel sector, and the long-standing policy of encouraging farm labor to take up more productive jobs in industry, the Government is vigorously pursuing its policy of encouraging foreign investment, the bulk of which has been American.

The recently revised industrial diversification law, tax legislation, and other regulations provide extensive incentives for foreign investment in Luxembourg. These include remission on profit taxes over a fixed period of time, guaranteed loans, investment grants, grants to local authorities for the purchase of land for industrial sites, building of infrastructure, and other substantial advantages.

Arrangements are worked out on a case by case basis between prospective investors, the national government, and the prospective local government authorities. Plant location, which was once being promoted in the rural north and along the Moselle, is now also being encouraged in the industrial southern part of the country.

The Luxembourg Government has declared that restrictions under the U.S. balance of payments program on dollar outflows from the United States for direct overseas investments may pose problems for prospective new U.S. investors in Luxembourg. However, it also said those industries already established are not expected to have difficulty financing expansion plans. It is expected that a large percentage of any new investment can be financed locally or from European sources, rather than American ones, as long as the financing is guaranteed by a U.S. parent company of good reputation.

Luxembourg has been especially active in European capital market operations, which have assumed increased importance since the introduction of restrictions on capital exports for direct investment abroad by U.S. corporations. Many Luxembourg banks participate in underwriting bond issues and in registering and trading bond issues in the Luxembourg Stock Exchange.

Luxembourg is vitally interested in preserving and encouraging its role as a European financial center, as a seat of

Severance pay boosted

A law increasing the amount of mandatory severance pay for different categories of workers laid off may be passed by the Luxembourg Deputies this year, and proposals by unions and the Socialist party are being discussed involving possible plans for co-determination whereby workers' representatives would have a voice in management operations through mixed labor-management committees, and a seat on the board of directors of large firms.

Unions are also pressing for a nation-wide 44-hour week for all industrial wage-earners. This goal has already been largely achieved in the larger corporations. Most large manufacturing enterprises and many smaller ones have collective contracts negotiated with unions which cover all wage-earners employed.

various institutions of the European Communities, and as a European headquarters for private corporate operations. Expansion of the European Center in the Kirchberg section is planned, including a new office building and buildings for the European Investment Bank and the European Court of Justice.

Although the absolute size of the Luxembourg market is small, it has the highest per capita GNP and the highest rate of consumption for most consumer products in the Common Market. While the rate of private consumption is not expected to grow rapidly in the near future, consumption has remained at a high level, and Luxembourg is still a good market for U.S. consumer goods. Certain more sophisticated industrial goods, such as control devices and business machines, are of interest to the steel and chemical industries.

The trends towards fewer farms of larger size and the shift from mixed farming to dairy and beef cattle raising should insure continuation of good demand for feed grains.

In the important steel sector, although production volume should improve somewhat, the greatest boost is expected to come from improved demand and somewhat better prices, which may put the industry on a firmer financial footing after many months when profit margins were thin or non-existent. Technological improvements have been made in the industry, however, potential long-range problems remain, particularly competition with steel produced near coastal areas which can take advantage of overseas sources of cheap raw materials.

The other main source of growth of industrial production has been the chemical and rubber industry. Two large new plants, DuPont and Monsanto, had their first full year of production in 1967, another has just started up, and an older firm, Goodyear, has undergone continual growth and has large expansion plans for the coming year.

Smaller and older industries have not fared well, and prospects for many of them are uncertain. The textile and clothing industry, which sold much of its output to the Government, was hard-hit by the abolition of military conscription in 1967. Lumber, woodworking, furniture, and metal working are also declining, due to a large degree to stiff competition in export markets.

Consumer prices continue to rise and show no sign of leveling off. Wages in most industries are tied to the cost-of-living index, which resulted in two automatic wage increases totaling 3.3% last year. These automatic wage increases have helped maintain purchasing power, but have created problems by keeping profit margins down. Amortization has been difficult, particularly for small businesses, and net disinvestment may be occurring in some instances.

Both private and government investment were down in 1967 because the pre-austerity budget reduced the rate of increase of public investment expenditures, and because after the completion of several large public works and construction projects, there may have been a reluctance to start new ones before the economic situation clarified.

Construction therefore experienced a very bad year, and the number of new construction permits dropped dramatically. Although the volume of public investments is not due to rise greatly in the coming year, private housing construction may improve somewhat with the growth of confidence in the economic outlook. Plant and equipment expenditures should be up after three years of decline, largely due to large new investment expenditures by Goodyear.

Although total steel investment may decline following the completion of several projects last year, some new investment plans have been announced, notably the construction of a new rolling mill at Rodange. This year will mark the beginning of a long-term road construction program to build a new system of improved highways and super-highways.

The government is actively considering the establishment of a National Investment Institute to help mobilize savings and encourage domestic investment.

The national budget deficit has been growing rapidly since 1965, when stagnation and shrinking profits in the steel industry were translated into a lower rate of increase of government tax receipts.

Domestic interest rates, long the lowest in Europe, have risen, and the Government has been forced to pay ever increasing rates for money raised from national sources. Treasury Minister (and Prime Minister) Werner has not excluded the possibility that Luxembourg may be forced to turn to European capital markets for funds.

One of the biggest items in the budget is expenditures for the Luxembourg National Railway (CFL), which is too small for efficient operation. The railroad deficit may run as high as 10% of the national budget, and no immediate solution to the problem is in sight.

Steel industry plans to maintain capacity at about its present level and proceed with investments to increase productivity per worker may mean the elimination of as many as 500 jobs per year through the process of not replacing those who retire or leave voluntarily.

May aid small firms

A basic law is under study by Luxembourg's Chamber of Deputies which would help small businesses finance improvements to remain competitive as trade barriers within the European Common Market are eliminated. Many small businesses will be faced with particularly serious problems when the right of establishment of businesses takes effect in the European Communities. Present Luxembourg law affords considerable protection for small businesses by effectively prohibiting the establishment of chain stores and large department stores with many different lines of merchandise.

Financing vehicle for U.S. companies

Because of their very favorable tax treatment, Luxembourg holding company operations, which are mostly carried out through local banks, have provided a vehicle for an increasing number of financial operations by American firms and affiliates, especially in the flotation of bond issues. Holding companies are also being used by mutual fund sales and management companies for operations in the European market.

The very liberal tax treatment of holding companies has drawn criticism from France as making the Grand Duchy an unnecessary and undesirable tax haven in Europe, and it has indicated that Luxembourg should bring its holding company law more in line with tax legislation in other Common Market countries.

In response, Luxembourg has argued that as a means of avoiding double taxation, holding companies have been an important catalyst in promoting the growth of a European capital market and other financial operations. So far Luxembourg has firmly opposed modifying the tax treatment of holding companies, at least until such time as greater fiscal harmonization is achieved among Common Market members.

New Indian policy bans many imports, drops bars on others

Applicants for capital goods imports valued over $100,000 must advertise their needs through the Indian Trade Journal

In its new import licensing policy announced for the fiscal year ending March 31, 1969, India greatly expanded the list of commodities ineligible for import because of domestic availabilities. On the other hand, a number of previously banned items were opened to import by actual users on a restricted basis. Import quotas of established importers were reduced for several categories of commodities.

The new policy continues to provide for import licensing of raw materials and components of priority industries as and when needed, while provision is made for separate licensing of annual spare parts requirements of such industries. In order to husband limited foreign exchange more effectively, the import policy proposes to discourage speculative inventory accumulation of materials and components by relating issuance of replenishment licenses to inventories and to consumption of imported inputs over a given time period. The import of certain AID-financed spares is continued under special general license, and the import under open general license of certain essential raw materials required by selected export industries has been extended.

Carrot and stick

The following "carrot and stick" measures, designed to further export performance of Indian industry, are introduced in the new policy: (1) both priority and non-priority industries which exported more than 10% of production during 1967-68 will be allowed to choose their sources of imported requirements, as well as to expand plant capacity; and (2) ten specified industries, which are considered well enough established to sell more of their goods abroad, will be liable to cuts in their import entitlements, and may lose the privilege of selecting their foreign sources of supply, if they fail to export 5% of production. The ten industries are bicycles; bicycle parts; stationary type diesel engines; certain small tools; coated and bonded abrasives; storage and dry batteries; wire ropes; certain automobile ancillaries; drugs and pharmaceuticals; and paints, varnishes, and enamels.

Import substitution is termed a basic tenet of import policy. In addition to the expansion of the "banned list" to include 260 new items, the policy requires applicants for import of capital goods valued at over $100,000 to alert Indian manufacturers to their needs through advertisement in the official *Indian Trade Journal*. Responses to such advertisements will assist the authorities in determining whether import license applications should be denied on grounds of local availability. The same procedure is to apply for import licensing of steel castings and forgings valued at $6,650 or more.

Sulphate of potash, sodium nitrate, and 35 mm. raw films (excluding sound negatives) have been added to the list of commodities which must be imported through the State Trading Corporation (STC), bringing the total number of such items to ten.

Import of the following commodities continues to be channeled through the STC: artificial silk yarn and thread, mercury, rock phosphate and mineral phosphate, muriate of potash, sulphate of ammonia, raw wool, and all synthetic non-cellulose fibers.

Registered importers of the following commodities will be affected by reductions in import quotas: spare parts of power-driven road rollers; studio electric and projector bulbs; drugs and medicines; raw films; motor vehicle parts; dichlorodifluoromethane gas; potassium carbonate; parts of refrigeration and air conditioning machinery other than domestic refrigerators; scientific, medical and surgical equipment, instruments, and parts; and certain dental instruments, equipment, and parts.

Items added to the banned list include certain sizes of ball, roller and taper bearings; certain coal mining machinery and parts; mining cables and railway signaling cables; textile preservatives (excluding phenol cresol); certain textile machinery and parts; 38 drugs and medicines; 16 chemicals; 35 mm. and 35/70 mm. projector heads; various measuring instruments and temperature and pressure recorders; 26 items of printing machinery and parts; 58 items of electromedical equipment, parts and accessories; water meters; and 12 items of machine tools and parts.

Among the 197 items on the "permissible list" for restricted import by actual users are flexible pipes and tubes for passing gas or fluid under pressure; iron and steel bolts, nuts, set screws, machine screws, and machine studs; malleable iron castings and pipe fittings; special and alloy steel castings weighing over three tons; coated or uncoated arc welding electrodes; 32 drugs and medicines; 30 chemicals and "any other chemical of a specialized nature or needed for a specific purpose"; certain giant tires and tubes; tanning machines; components of office machines and spares for maintenance of imported machines; certain industrial sewing machines and components; printing machinery components; polystyrene; polyvinylidene chloride; pyrotechnic aluminum; phenolic; urea; melamine; alkyds and maleic resins; synthetic ion exchange resins; polyvinyl acetate; polyvinyl alcohol; polyvinyl chloride; acrylate and their copolymers in emulsion and/or dispersion form; films made from transparent cellulose or viscacella; royasine; transparent cellulose wrapping and other transparent paper; and vanadium pentoxide catalyst.

Germany extends import quota for canned pears

The Federal Republic of Germany has extended its import quota for canned pears in containers weighing less than 4.5 kg.

Applications for import licenses should be submitted no later than June 29. Licenses issued will be valid until June 30, and previously issued licenses will also be extended, upon special request, until that date.

Spain modifies rule on transshipped goods

The Spanish Directorate of Customs recently amended documentation requirements in effect since Sept. 1, 1967 (see INTERNATIONAL COMMERCE, Apr. 8, 1968) for goods transiting a third country before entering Spain.

The order provides that certificates of origin are waived for shipments valued at less than 10,000 pesetas f.o.b.

New Zambian economic program involves takeover of some firms, limit on repatriation of profits

President Kaunda says measure is designed to spur involvement of Zambians in business; mining, banking, oil interests unaffected

Zambia's President Kenneth Kaunda announced on Apr. 19 a new program under which the Zambian Government will take over majority control of a specified list of companies, and repatriation of profits by all foreign-owned companies will be limited.

Zambian citizens will be given preferential treatment in regard to certain types of commercial licenses, and internal borrowing by business firms will be restricted.

The Government announced that it will assume control of 25 firms, largely in the construction supply, building materials, quarrying, transport, and the retail and wholesale industries. No U.S. firms were affected by the move.

The firms named, which do not include mining and petroleum companies or banks, have been asked to "invite the Government to join their enterprises" by offering it at least 51% of equity.

The Zambian Industrial Development Corporation (INDECO) will represent the Zambian Government in directing and managing these firms.

The President promised fair reimbursement based on book value; the method of payment was not spelled out.

The control over repatriation of profits will limit remittances to "30% of equity capital of the companies provided that the 30% does not exceed half of their profits." The remainder of the profits must be re-invested domestically.

At the same time, Zambia's President made a strong statement about his country's need for and guarantees to foreign investors, stating his intention to enact legislation "safeguarding approved foreign investments." He labeled it the Foreign Investments Protection Act, which will provide "that a foreign-controlled company which is established in Zambia from a certain date may get a certificate from the Government which will guarantee, among other things, that due dividends and interest payments on foreign capital may be remitted abroad; that repatriation of capital brought in from abroad will be allowed; that no expropriation will occur for a set number of years; that any nationalization thereafter will be at a fair valuation, the method of which shall be laid down in the certificate."

Additional details of the new policy include the promise to introduce a series of steps designed to encourage the growth of Zambian private enterprise. Even so, uncontrolled growth will not be permitted. A privately-owned company can invest up to a certain limit, then it must become a public company and issue public stock; when it passes an upper limit, "it will be taken over by the State."

To encourage Zambian entrepreneurs, resident expatriate firms in retail trading will be restricted to the main shopping areas of the main towns and no new commercial licenses or trading permits will be issued to resident expatriate or foreign companies; new road service and transport licenses will be issued only to companies having at least 75% Zambian ownership; the Government's public works department will award contracts worth less than $140,000 only to Zambians; and a stock exchange will be created to make shares available to the public.

Local borrowings of all firms not Zambian citizen-owned or controlled will be regulated through a mechanism requiring that applications to Zambian lending organizations be approved by the exchange control authorities. Existing loans and overdrafts will have to be reduced according to a schedule to be produced by the Ministry of Finance.

President Kaunda's program was outlined in the course of a three-hour speech in the town of Mulungushi, which undoubtedly will lead to the label "the Mulungushi Declaration" for Zambia's new economic policy. Throughout the speech President Kaunda emphasized that the purpose of the new measures is to spur the involvement of Zambian nationals in commerce and industry.

United States investment in Zambia is in excess of $50 million, primarily in copper mining. The United States has an Investment Guaranty Agreement with Zambia under which the U.S. Agency for International Development (AID) is able to insure investment projects undertaken by American firms against noncommercial risks of expropriation, currency inconvertibility, and loss due to war, revolution, or insurrection; also available are extended risk guaranties which cover up to 75% of both political and business risks.

Further information on this program may be obtained from AID's Office of Private Resources, Washington, D.C. 20523.

Cyprus raises some duties, lowers or abolishes others

The Cyprus Council of Ministers has amended the Customs and Excise Law of 1967 in order to assist local industries. The amendment, approved on Mar. 7, raises the customs duties on some goods and lowers or abolishes them on others.

Those products on which the duties were raised include sausages, dyes, soap, plastic sheets and containers, candles and unfinished stockings. The duties were lowered on cellophane, some textiles, staples and wire for packing cases for the export trade, other small metal manufactures, frames and other parts for buses and other motor vehicles used by local authorities, teaching equipment, and certain chemical products.

Inquiries on specific items may be addressed to the Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Norway ups import duties on some aluminum products

Norway has increased import duties on certain aluminum products as follows: tariff number 76.02—wrought bars, rods, angles, shapes and sections except wire and wire rod of any cross-section, from 6% to 9%; t.n. 76.03—wrought plates, sheets and strip except corrugated sheets, from 6% to 9%; and t.n. 76.06—tubes and pipes and blanks therefor and hollow bars, from 5% to 9%.

Greek Government revises import control regulations

Introduced March 1, most of changes ease restrictions

The Greek Government has just revised its import control regulations. With the exception of the transfer of certain items to Commodity List A, all amendments tend to facilitate imports.

Major changes are summarized below:

- Commodity lists P-3 and P-6 have been renamed lists P-6 and P-12. Payment of time drafts against commodities on the new lists must be effected within 6 and 12 months, respectively, from the date of issuance of the customs clearance permit. Eleven products have been transferred to these new liberalized lists and to list F. Consignments of machinery, machinery parts, and accessories under P-12 will continue to be imported against 36 months' foreign supplier credit.
- Milk, cheese, cumin seed, fertilizer, fire wood and toothpicks are transferred to list A, subject to licensing.
- Approvals for goods imported duty-free under Law 4171/1961 (investment incentive) will be granted in accordance with the procedure governing commodities in list P-12.
- Settlement of drafts not paid at maturity will be subject to a penalty equal to 0.5% of the value of the overdue drafts for each month these remain unpaid, the total penalty not to exceed 4%. (Formerly, the penalty could run as high as 25%.)
- Import approvals for spare parts and accessories dutiable under tariff paragraphs 84 and 85 will be governed by import procedures for list P-12 if the goods will be used for machinery on list P-12.
- Penalties for settlement of shipping documents on goods for which a valid import approval was not issued prior to shipment will be assessed at a rate of one-tenth of the prepayment requirement and will be based on the c.i.f. value of the goods.
- Settlement of the value of goods on lists P-6 and P-12 must be effected within 120 days after the shipment's arrival in Greece and within 60 days for goods on all other lists.
- Customs clearance permits issued upon settlement are valid for 120 days for goods on lists P-6, P-12, and F and 60 days on for imports on other lists. For goods imported duty-free, permits are valid for 6 months.

The changes were introduced by the Ministry of Commerce Foreign Trade Board Decision No. 13060 of March 1.

Holders of OBR 64-66, *Foreign Trade Regulations of Greece*, may wish to note the amendments.

Hiring of Germans to work abroad must be authorized by Bonn Government agency

The German Foreign Ministry has officially informed the U.S. Embassy in Bonn of recent infractions by U.S. firms in the hiring of German nationals to work in the United States.

Section 42, paragraph one, subparagraph two of the Law concerning Labor Placement and Unemployment Insurance of Apr. 3, 1957 (published in *Bundesgesetzblatt*, Part I page 322) stipulates that agencies or persons aside from the Federal Agency for Labor Placement and Unemployment Insurance, who have no special authorization for labor placement in accordance with section 54, paragraph one, subparagraph two of the law require, in every single case, the approval of the Federal Agency for hiring labor for work in a foreign country.

A 1967 decision of the Federal Constitutional Court now permits foreign firms to advertise for help in German newspapers for jobs abroad without first obtaining the permission of the Federal Labor Placement Agency. However, if the advertisement elicits response and the foreign firm intends to offer employment, the firm is required to report this to the Bundesanstalt fuer Arbeitsvermittlung und Arbeitslosenversicherung (Federal Agency for Labor Placement and Unemployment Insurance), Frauentorgraben 33-35, 85 Nuremberg.

American firms have hired Germans for jobs in this country without informing the Federal Agency. To avoid possible future administrative restrictions, representatives of an American firm or agency are requested to comply in full with the German law.

Austria raises excise tax on most tobacco products

The Austrian Tobacco Tax Law was amended in October and again in January in order to increase the excise tax on cigarettes, cigars and other forms of processed tobacco products (Austrian tariff number 24.02).

The amendments provide for the following changes:

The excise tax on cigars was increased from 20% on the selling price to 40%;

The tax on cigarettes was raised from 58% to 62%;

The tax on other forms of processed tobacco was changed from 20% to 40%.

Only the excise tax on smoking tobacco containing more than 50% finecut remains unchanged at 50%.

The text of the amendment was published in the Official Gazette (*Bundesgesetzblatt* 404/1967 and 44/1968).

The bulletin "Establishing a Business in Austria" (OBR 66-25, page 18), should be changed accordingly.

World Bank finances land settlement efforts in Malaysia

$14 million loan will assist first step in 12-year program

Malaysia's Jengka Triangle Program, the country's first large-scale land settlement and development scheme, will be assisted by a World Bank loan equivalent to $14 million.

The project will enable Malaysia to make use of two important resources—unexploited productive land and underemployed labor. By providing for crop diversification, it will also broaden the base for Malaysia's foreign exchange earnings.

The Jengka Triangle, located approximately 120 miles northeast of Kuala Lumpur, the capital of Malaysia, encompasses some 300,000 acres of land, more than half of which remain to be developed. The program calls for the development of this land in stages over a 12-year period. The World Bank loan will help to finance the first stage, which will cost $29 million and be carried out over four years.

The entire program, which is estimated to cost a total of $116 million, will eventually resettle 9,000 farm families to cultivate 93,000 acres of oil palms and rubber. It will also exploit forest resources in the process of land clearing, and establish a forest products industry based on 47,000 acres of permanent forest.

Third of U.S. firms are overdue on investment control reporting

But OFDI director says companies cooperate at consultations; total of 800 exemption requests were received in first 15 weeks

About one-third of the U.S. companies required to file base period reports with Commerce Department's Office of Foreign Direct Investments have missed the filing deadlines, the head of the office told a Federal Bar Association seminar in mid-April.

Joseph W. Bartlett, acting director of OFDI, called this a "very serious situation." He said that important investment base figures could not be determined until most of the 1965-66 base period reports were on hand. OFDI, which has received about 2,700 forms so far, has begun investigating to determine which companies have not filed.

The impact of the program is evident in another figure reported to the law group by Bartlett. Certificates filed with OFDI indicate that 1,100 loans or other borrowings have been made abroad by subsidiaries of U.S. companies since Jan. 1.

In a later report, made to a House Foreign Affairs subcommittee, Bartlett said of the companies that had been in touch with his office that "the prevailing attitude has been one of genuine desire to live within the regulations and to resolve special problems through mutual consultations." He said that about 800 requests for specific authorizations or exemptions had been received from U.S. companies.

Reviewing the program as it has operated thus far, Bartlett made these points to the House group last week:

The new program was not established to curb foreign direct investment in itself; rather, the aim is to minimize the adverse balance of payments impact of such investment.

In this connection, foreign investments financed with funds obtained abroad are not discouraged, while restraints are applied to those overseas investments financed by additional dollar outflows and the reinvestment of foreign earnings.

To accomplish the ambitious and important $1 billion savings sought under the program, the regulations are structured with three major provisions:

► Annual limits have been established for new foreign direct investment capital transactions, comprised both of capital outflows from the U.S. and the reinvestment of earnings abroad.

► A specific portion of total annual earnings yielded by investments abroad must be repatriated to the U.S. each year.

► Bank deposits and other liquid assets held abroad may not exceed the end-of-month average balances held during 1965-66.

In administering the program, three distinct groups of countries have been designated and the degree of restriction applied to foreign direct investment transactions varies among the groups. Within each, however, the restrictions are applied to the group as a whole rather than individually to each country in that group. Consequently, when an investor has ascertained the total investment expenditures he may rightfully make in any one group, he is free to invest that amount as he chooses within that schedule.

More specifically, Schedule A countries, to which the most liberal restrictions apply, and in which the present interest of your Subcommittee is greatest, are those generally classified as less developed. An increase in new direct investment by means of capital transfers from the United States and reinvested earnings is generally authorized for 1968 amounting to 10% above the average of such transactions in these countries in the base years 1965-66.

The preferential treatment with respect to Schedule A is consistent with U.S. policy which encourages investment in less developed countries in order to stimulate their economic advancement and stability. There is every prospect that investment in the developing countries will at least reach this level in 1968.

Schedule B includes Japan, Australia, New Zealand, the United Kingdom, and the oil producing states. Capital outflows and reinvested earnings in Schedule B this year may not exceed 65% of the average of such Schedule B flows in 1965-66.

There has been one major change affecting the Schedule B group subsequent to the establishment of the program. Canada, which was originally included among these countries, is now exempted from the limitations due to the extremely close economic and financial ties between Canada and the U.S. However, U.S. investors will be prohibited from utilizing the Canadian exemption as a means of transferring unauthorized funds to third countries.

Schedule C includes all other developed countries, primarily those of continental Western Europe. Although a moratorium has been imposed on new capital outflows from the U.S. to these countries, a direct investor may reinvest in 1968 up to 35% of his average direct investment transactions during 1965-66.

To stimulate the rapid return of foreign earnings, a direct investor must also abide by the repatriation regulations.

The Schedule C area is subject to the most stringent regulations. The primary reason is that many industrial nations in that group have enjoyed overall balance of payments surpluses at the same time the U.S. deficit has been increasing. Under the program, these nations will tend to finance their own investment needs. Also, American investors in such countries will turn increasingly to local capital markets to substitute for capital outflows from the U.S. when financing their foreign investments.

Since issuance of the original regulations, several general authorizations and interpretive rulings have been announced which clarify or alter the original document. Included here have been:

1) A general authorization covering the treatment of funds borrowed abroad and their subsequent repayment.

2) Limited authorization to refrain from repatriation requirements.

3) Exclusion of Canada from the limitations, as previously mentioned: and

4) An interpretive ruling concerning foreign interest payments, transactions involving patent rights, licenses, etc.; and transfers of foreign interests among U.S. residents.

Further official clarification and general authorizations may be released to the public as the need arises. The overall objective is to ensure that the regulations will be administered both equitably and effectively with a minimum of confusion.

For those investment transactions in excess of generally authorized amounts, for any one of many reasons, an application must be submitted for a specific

authorization or exemption. Such applications have flowed in at a rather heavy pace in the first few months, and the vast majority have requested authority for projects involving binding commitments entered into prior to the establishment of the regulations.

"We seek to give our fullest consideration to all requests, especially where foreign projects are underway or committed," Bartlett said. "I would like to emphasize that, as far as possible, when a specific authorization is granted, we require that new outflows must be offset by balance of payments inflows, such as increased repatriation of earnings and refinancing abroad. To date, we have received about 800 requests for specific authorization.

"We have been most impressed by the cooperative spirit shown by the business community toward this important national effort. With few exceptions, the prevailing attitude has been one of a genuine desire to live within the regulations and to resolve special problems through mutual consultation between business and the Department. Looking ahead, we are confident that the program will reduce the balance of payments deficit related to direct foreign investments in 1968."

Direct investment control lists classify 206 countries or other jurisdictions

A list of countries classified for investment purposes under the Jan. 1 foreign investment regulations has been issued by Commerce Department's Office of Foreign Direct Investments. It includes the following groups:

Schedule A Countries: People's Republic of Southern Yemen (formerly Aden), Afghanistan, Algeria, Angola, Argentina, Ascension, Barbados, Bhutan, Bolivia, Botswana, Brazil, British Honduras, British West Indies (Leeward & Windward Islands), Brunei, Burma, and Burundi.

Cambodia, Cameroon, Canton Islands, Cape Verde Island, Central African Republic, Ceylon, Ceuta, Chad, Chile, Republic of China, Colombia, Comoro Island Archipelago, Congo (Brazzaville), Congo (Kinshasa), Costa Rico, and Cyprus.

Dahomey, Dominican Republic, Ecuador, El Salvador, Enderbury Islands, Equatorial Guinea (Spanish Guinea, Fernando Poo, Rio Muni), Ethiopia, Falkland Islands, Fiji, Finland, French Antilles (Guadeloupe, Martinique, French Guiana), French Polynesia, and French Somaliland.

Gabon, Gambia, Ghana, Gilbraltar, Gilbert & Ellice Islands, Gough Island, Greece, Greenland, Guatemala, Guinea, Guyana, Haiti, Honduras, Iceland, Ifni, India, Indonesia, Israel, Ivory Coast, Jamaica, Jordan, Kenya, and Republic of Korea, Laos, Lebanon, Lesotho, and Liberia.

Macao, Malagasy Republic, Malawi, Malaysia, Maldive Islands, Mali, Malta, Mauritania, Mauritius, Melilla, Mexico, Morocco, Mozambique, Muscat & Oman, Nampo Shoto Islands (incl. Bonin, Volcano, Vila, Marcus and Nishino-shima Islands), Nauru, Nepal, Netherlands Antilles, New Caledonia, Territory of New Guinea, New Hebrides, Nicaragua, Niger, and Nigeria.

Pakistan, Panama, Paraguay, Peru, Philippines, Pitcairn Islands, Portuguese Guinea, Principe, Reunion, Rwanda, Ryukyu Islands (incl. Okinawa), St. Helena, St. Pierre & Miquelon, Sao Tome, Senegal, Seychelles, Sierra Leone, Singapore, Solomon Islands, Somali Republic, Spanish Sahara, Sudan, Surinam, Swaziland, and Syria.

Tanzania, Thailand, Timor (Portuguese), Togo, Tonga, Trinidad & Tobago, Tristan da Cunha, Trucial States (excl. Abu Dhabi), Tunisia, Turkey, Uganda, United Arab Republic, Upper Volta, Uruguay, Venezuela, Republic of Vietnam, Western Samoa, Yemen, Yugoslavia, and Zambia.

Schedule B Countries: Abu Dhabi, Australia, Bahamas, Bahrain, Bermuda, Canada, Hong Kong, Iran, Iraq, Ireland, Japan, Kuwait, Kuwait-Saudi Arabia (Neutral Zone), Libya, New Zealand, Qatar, Saudi Arabia, and United Kingdom. (Canada is being removed from this group, and from limitations, under a proposed regulation not yet published in final form.)

Schedule C Countries: Andorra, Austria, Belgium, Denmark, France, Germany (Federal Republic), Italy, Liechtenstein, Luxembourg, Monaco, Netherlands, Norway, Portugal, San Marino, South Africa, South-West Africa, Spain, Sweden, and Switzerland.

Also the following areas which are subject to Treasury and/or Commerce Department economic controls: Albania, Bulgaria, any part of China which is dominated or controlled by international Communism, Cuba, Czechoslovakia, Estonia, Hungary, any part of Korea which is dominated or controlled by international Communism, Latvia, Lithuania, Outer Mongonia, Poland (including any area under its provisional administration), Romania, Soviet Zone of Germany and the Soviet Sector of Berlin, Tibet, the Union of Soviet Socialist Republics and the Kuriles Islands, Southern Sakhalin, the areas in East Prussia which are under the provisional administration of the Union of Soviet Socialist Republics, and any part of Vietnam which is dominated or controlled by international Communism.

Areas not subject to the regulations are: American Samoa, Guam, Puerto Rico, Trust Territory of the Pacific Islands (Caroline Islands, Mariana Islands, and Marshall Islands), Virgin Islands, Wake Island, and Canal Zone.

In addition, information concerning restrictions on business activities in Southern Rhodesia may be obtained from the Office of Foreign Direct Investments and the Office of Foreign Assets Control of the Department of the Treasury.

Charles E. Fiero, Chase bank officer, will direct OFDI

Charles E. Fiero, an official of the Chase Manhattan Bank, will become Director of the Office of Foreign Direct Investments on May 1, Secretary of Commerce C. R. Smith has announced.

Joseph W. Bartlett, general counsel of the Commerce Department, is serving as acting director of the Office.

Secretary Smith also appointed a three-man Foreign Direct Investments Appeals Board to assist companies seeking reconsideration of their cases.

Fiero is experienced in banking in general and in international finance in particular. He is a native of New York City, 41 years old, and has been associated with Chase Manhattan since his graduation from Wesleyan University of Middletown, Conn., in 1950. He was elected a vice president of the bank in 1960 and in February, 1964, he moved to Europe.

Fiero is now stationed in London as vice president of the Chase Manhattan Overseas Banking Corporation and senior representative to a group of London banks associated with Chase Manhattan.

U.S. licensees offered right to manufacture and distribute variety of European products

Items include record keeping system, material handling equipment, liquid level gauges, boilers, and food processing machinery

A Swedish inventor, manufacturers in Great Britain and Scotland are seeking U.S. licensees to produce and distribute their products for the U.S. market.

Products offered are a system and forms, confectionery and vegetable processing machinery, materials handling equipment, liquid level gauges, and boilers.

For additional details and the name and address of the firm, **write** the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. referring to the appropriate File number listed below.

• A Swedish inventor is interested in finding a U.S. firm capable of manufacturing and marketing his Holms Kalender in the U.S. under a licensing agreement.

This Kalender is so arranged that within a standard ring binder there are loose sheets upon which daily data can be placed; spiral-bound weekly sheets upon which the data from the daily sheets can be summarized; and a monthly to annual sheet which will contain the basic end data from the daily and weekly reports.

Among some of the uses of this product are that it can be basic to a bookkeeping or financial records keeping system of a company or of an individual; it can be used for purposes of setting short and long term work load schedules or projects with ease, and the recording of actual production or completion of such projects within the same binder; the Kalender can be used as the basic log for a continuous, organized recording of machine breakdown, maintenance, inspection, repair and utilization programs; it can be a means toward ease in planning an executive's or a salesman's daily or future appointment or meeting dates, with adequate space for recording comments as to the results of such.

Four thousand copies of the Kalender, which has been assigned a U.S. patent number, were published in Sweden during November 1967. All copies were sold by the end of December. *File 1588*

• A British manufacturer of certain confectionery and vegetable processing machinery is seeking a U.S. licensee to manufacture and market its licorice and its jam producing equipment.

The firm offers a comprehensive range of machinery which provides for cooking, conveying, extruding, layering, spinning, twisting and coating of licorice products. The machinery for jam production is provided for batch or continuous and automatic operation with rates of output varying from three to six tons per hour.

This company is interested in cross licensing arrangements with U.S. firms for the manufacture and distribution in the United Kingdom of specialist products, preferably having an affinity with the food and confectionery industry. *File 1589*

• A British manufacturer of boiler mountings, brake linings, water gauges and valves, desires to arrange a licensee agreement with a U.S. firm to produce its line of liquid level gauges which are used in the petrochemical industry and on marine and land boilers.

The gauges meet the ASA 600 pound pressure/temperature rating. The basic feature of the gauge is a self-supporting centerpiece which is sufficiently strong to withstand the internal pressure of the contained fluid without additional support.

The firm has a U.S. patent covering its gauges. *File 1544-R*

• A British manufacturer of tractor shovels, forklift trucks, and agricultural tractors is interested in licensing a U.S. company, preferably one in the materials handling field, to manufacture its line of forklift trucks.

These trucks are of two types: (1) the conventional front end loader with capacities from 4000 to 6000 lbs.; and (2) a front and side loader with capacities from 4000 to 40,000 lbs.

Both types and all models are powered by diesel, gasoline or L.P. Gas, and have an automatic transmission, disc brakes, power steering, a special cooling system, and an alternator for battery recharge. *File 1546-R*

• A long established Scottish designer and manufacturer of package boilers ranging from 500 to 50,000 lbs. of steam per hour would like to license a U.S. company for the manufacture of its range of boilers.

The Scottish firm has expressed an interest in a reciprocal arrangement for the manufacture of plant or equipment in the light and heavy fabrication field, particularly floating roof tanks for the petroleum industry. *File 1549-R*

Two French firms seek licenses to make machine tools, stainless steel items

Two French firms seek licensing agreements, one to make stainless steel products, the other to manufacture new control devices for machine tools and handling equipment

• A well established French manufacturer of industrial controls seeks a license from a U.S. firm to produce advance types of speed changers, speed reducers, clutches and electromagnetic control devices used on machine-tools, hoists and materials handling equipment.

Write: Etablissements Collins & Tournadre, "Tourco," 31 Boulevard de la Mission-Marchand, 92-Courbevoie, France, WTD.

• A French manufacturer of metal doors, frames, windows and sashes seeks a license to make these products of stainless steel for industrial and household use.

The firm reports annual sales of $440,000 and has 70 employees.

Write: P. Gallier & Cie, 15 rue du Daguerret, 49-Angers, France. WTD.

Yugoslavia glass firm seeks U.S. investor

Collaborative arrangements are sought by a Yugoslav glass manufacturer for the modernization and expansion of its facilities for the production of auto and plate glass.

The U.S. partner is asked to contribute equipment and technology in exchange for equity and management participation.

Write: Industrija Stakla, Pancevo, Yugoslavia. Attn: Mr. Milovoj Cvetkovic, Commercial Director. WTD.

British firms look for U.S. licenses in related fields

Interests vary from machinery, heat appliances to chemicals

The following British firms are looking for U.S. licenses to produce products related to their respective lines.

• An experienced British manufacturer of oil fired domestic heating equipment, gas fired commercial ovens and coke combustion stoves seeks to diversify its product line by manufacturing new products under license from a U.S. firm.

Write: Charles Portway and Son, Ltd., Tortoise Works, Halstead, Essex, England. WTD.

• A British contract manufacturer and distributor of bactericidal cleaners and sterilents, agricultural chemicals and fertilizers; insecticides, industrial emulsions and solutions, aerosol products and small packaged products for all industries, has expressed an interest in manufacturing and distributing related products for U.S. firms either under license or a contract manufacturing agreement.

Write: The Kent Chemical Co. Ltd., Highbury Works, Tenterden, Kent, England. WTD.

• A Warwickshire manufacturer of metal finishing machinery seeks a licensing arrangement with a U.S. firm for electroplating and metal finishing processes, particularly phosphating solutions.

Write: The Hockley Chemical Co., Ltd., 1 Hockley Hill, Birmingham 18, Warwickshire, England. WTD.

• A London engineering and steel fabricating firm, with a well-equipped machine works, is interested in manufacturing precision fabrications and machined parts under contract or license from a U.S. firm. The firm has assembly shops especially laid out for flow production.

Write: W. & E. Moore Ltd., Poplar Testing Works, 13/31 Poplar High St., London, E. 14, England. WTD.

• A British manufacturer of stainless steel dyeing machines and equipment, stainless steel tanks and fabrications for the chemical and brewing industry and fabricated rollers in stainless or mild steel, wishes to manufacture related items under licenses from a U.S. producer of similar products.

Write: Cordingley and Cariss, Albion Engineering Works, Idle, Bradford, Yorkshire, England. WTD.

• A well established manufacturer of agricultural machinery and equipment, library stacks and shelving, banking business machines, office equipment and machines, and gas-fired domestic heating appliances seeks licensing arrangements with U.S. firms for the manufacture of similar items in the United Kingdom.

Write: Balmforth Engineering Ltd., Precision Works, Dallow Road, Luton, Bedfordshire, England. WTD.

• A well established British manufacturer of electrical switchgear, particularly for indoor and outdoor service in the 3.3 to 33 kv range, seeks licensing and/or cross-licensing arrangements with U.S. manufacturers wishing to produce their products in the U.K.

The British firm's plant is equipped with metal finishing equipment including shot blasting, zinc metal spraying, semi-automatic painting and fully automatic electroplating equipment. It also has an up-to-date machine shop and toolroom facilities.

Write: Yorkshire Switchgear and Engineering Co. Ltd., Meanwood, Leeds 6, Yorkshire, England. WTD.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

Milk plant venture sought by Malagasy

The Malagasy Government is looking for a joint venture partner, who will be the majority owner, for the installation and operation of a milk processing plant capable of producing condensed sweetened milk in sufficient quantities to meet the country's needs as well as for exports to the neighboring islands of Reunion and Mauritius.

Subject to negotiation with the Government are such incentives as tariff protection, duty-free imports of raw materials and possibly a five-year tax holiday. Local banks are prepared to provide loans of any terms. Most of the financing will be expected of U.S. investors.

Write: The Director, Bureau de Developpement et de Promotion Industriels (B.D.P.I.) B.P. 3180 Tananarive, Malagasy Republic.★

Indian firm wants to make plastic bags

A Bombay importer of machinery replacement parts seeks a licensing agreement with a U.S. firm to produce heavy duty polyethylene shipping bags for packaging fertilizers, chemicals, pharmaceuticals and other products.

The Indian company plans to establish a plant for the production of approximately 14 million polyethylene bags annually and seeks technical know-how and the use of patents from an experienced U.S. manufacturer in this field.

Reportedly, the basic raw material low density polyethylene sheets is available in adequate quantities in India.

Write: River Valley Equipment Company, 381 Dr. Dadabhoy Naoroji Road, Bombay 1, India. Attention Mr. Harshad Patel. WTD.

Scottish firm seeks license to make related products

A sub-contract manufacturer of machinery, valves and pumps seeks a license to make other products and equipment for the gas, oil, petrochemical, water and power industries in Scotland.

A recently established London sales office is staffed with experienced sales engineers.

Write: G. & R. Evans (Engineers), Ltd., Riglands Works, Clark Street, Renfrew, Scotland. WTD.

World Trade Opportunities

Small fish meal plants planned for Australia

The Secretary of the New South Wales Fisherman's Cooperative Union Ltd., Box 2 Hawks Nest, N.S.W. 2324, is interested in receiving price quotations from U.S. manufacturers or suppliers of small fish meal plants, prawn peelers, and other types of fish processing equipment.

The fish meal plants should be the smallest available, preferably with a capacity of one to two tons over a 24-hour period. They may be either boat-based or shore-based, but preferably the latter.

The Cooperative requires the plants to process "trash" fish with little or no commercial value as food for human consumption. It would be interested in purchasing up to 20 such plants. The number of prawn peelers it would require could be virtually unlimited if they work well and if the price is right.

Additional information can be obtained from the GIEC Division, BDSA-588, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-5585, on a short term loan basis.

Greece announces bids for communication equipment

The Ministry of Commerce, State Purchases Directorate D, has issued the following tenders:

Tender No. D/206/68, for the supply of radio communications equipment. Bid deadline May 22.

Bid should offer three R/T radio-link base stations, two remote control base stations, and eight 100 watt local control base stations. Tender No. 210/68, for the supply of transistorized transceivers. Bid deadline May 24.

Bid should offer ten H.F. walkie-talkies having an output power of 1-1.5 watts, and ten VHF walkie-talkies having an output power of one watt or greater.

Copies of tender announcements and specifications are available from the Ministry of Commerce, State Purchases Directorate D, 52 Socratous St., Athens, Greece or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Code 202-967-4038.

Malaysia seeks suppliers of communication equipment

The Assistant Commissioner, Royal Malaysian Police, has issued Tender No. KPN-130/7/5, for the supply of communications equipment. Bid deadline is June 7.

Bid should offer four base station transmitter-receivers operating in the band 150-170 MHz or 450-470 MHz having an output power of 5 watts, forty walkie-talkies operating in the same frequency ranges and having an output power of one watt and four battery chargers.

Copies of tender announcement and specifications are available from the Assistant Commissioner C1, Royal Malayaian Police Headquarters, Bluff Road, Kuala Lumpur, Malaysia or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Code 202-967-4038.

Libya seeks video tape units

The Secretary of the Central Tenders Board, Ministry of Finance, has issued Tender No. 1080, for supply and installation of videotape recorders.

Bid deadline is May 6.

Copies of tender announcement and specifications are available only from the Secretary of the Central Tenders Board, Ministry of Finance, Sciara Shatt, Tripoli, Libya at a cost of 50 Libyan pounds (not returnable) (1 Libyan pound = $2.82).

When a foot is not a foot

If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

You probably would pass up the service station where pumps measured gasoline by the liter.

The advertisers in these pages—except those from the U.K. and the British Commonwealth countries—are just as partial to the metric system as you are to inches and gallons.

So when you answer one of them, quote in metric measurements.

Ask the Department of Commerce Field Office.

Indian Government issues tender for navigational equipment

The Director General of Supplies and Disposals, has issued Tender No. D/ENQ/2524, for the supply and supervision of installation of three instrument landing systems. Bid deadline June 18.

Bid should offer three dual instrument landing systems, test equipment, spare parts, operation, installation and maintenance manuals.

Copies of tender announcement and specifications are available from the India Supply Mission, 2536 Massachusetts Ave. N.W., Washington, D.C. 20008 or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Code 202-967-4038.

Blast furnace planned for Malaysian steel mill

The Malayawata Steel Mill in Prai, Province Wellesley plans to install a second blast furnace for completion by the end of 1969.

Negotiations with manufacturers of blast furnace equipment are scheduled to begin in the near future. The mill situated on a 45 acre site near Prai Wharf is in an area undergoing intensive industrial development.

The Malayawata Mill employs about 600 local personnel and this figure will rise to approximately 800 when in full production. The mill is now operating with one blast furnace and produces 6,000 tons of pig iron a day, which is turned out as rolled steel products amounting to 4,000 to 5,000 tons a month. When in full production it is expected to produce 124,000 tons of iron, 121,000 tons of steel and 111,000 tons of rolled products a year.

Interested companies should contact Mr. Robert Kuok Hock Nien, Chairman, Malayawata Steel Berhad, Prai Worksite, Prai, Province Wellesley, Malaysia, regarding their equipment.

Spain issues tenders for fair buildings

The City of Valencia, Spain has publicly solicited the tender of bids for the construction of the first stage of a group of international fair buildings. The approximate cost of this first project is 284,000,000 pesetas ($4.1 million).

Bids must be presented within three months of the date on which the invitation to tender is published in the Official Bulletin of Valencia. This notice was expected to appear in print around April 8.

Additional information on the project may be obtained from: Excmo. Ayuntamiento de Valencia, Alcalde Presidente Adolfo Rincón de Arellano, Valencia, Spain.

Libya calls for bids for major road project

The Government of Libya seeks bids on the construction of a 300-kilometer (186-mile) road from Nalout to Ghadames.

Bid deadline is June 24.

Copies of conditions, specifications and diagrams are available for a non-refundable 100 Libyan pounds ($280) per set from the General Directorate of Roads, Ministry of Communications, Tripoli, Libya.

Bid instructions are available from the Building Materials and Construction Industries Division, BDSA-564, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

World Trade Opportunities Continued to page 55

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodtiy classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financia reputaton, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

MALAYSIA—Soya beans. Lee Peng Siew Co. (importer, wholesaler, commission merchant), 146 Beach St., Penang. WTD 4/68.

012 Fruit, tree nut, vegetable farms

VENEZUELA—Fresh peaches, apples, pears, prunes, plums. Sales agency for Caracas. Requests replies in Spanish. Direct purchase and agency. Corporacion de Viveres, S.R.L. (sales agent), Edificio Morgrac, Calle 300, Quinta Crespo, Caracas. or: Apartado 8547, Caracas. WTD 2/68.

013 Livestock farms

MEXICO—Beltsville turkeys. Requests replies in Spanish. Mr. Pedro Noriega (farmer), Hotel Prendes, Independencia y Miguel Lerdo, Apartado No. 86, Veracruz. Ver. WTD 4/68.

019 Miscellaneous agriculture

GERMANY—Fresh flowers. Requests price quotations c.i.f. Hamburg or Bremen. Gedelfi—Import Grosseinkauf Deutscher Lebensmittel-Filialbetriebe GmbH. & Co. KG. (importer, exporter, commission merchant), 2 Barbarossaplatz, 5 Koeln a. Rh. WTD 3/68.

201 Meat products

GERMANY—Canned poultry. Requests price quotations c.i.f. Rotterdam or Hamburg. Gedelfi—Import Grosseinkauf Deutscher Lebensmittel-Filialbetriebe GmbH. & Co. KG. (importer, exporter, commission merchant), 2 Barbarossaplatz, 5 Koeln a. Rh. WTD 3/68.

TRINIDAD, W.I.—Frozen beef, pork sausages. C.A.J. Lashley Co. Ltd. (importers, wholesalers, commission merchants), 11 Edward St., Port of Spain. WTD 11/67.

202 Dairy products

MALAYSIA—Skim milk powder (apple green color) for animal feeds. Lee Peng Siew Co. (importer, wholesaler, commission merchant), 146 Beach St., Penang. WTD 4/68.

203 Canning, preserving foods

AFGHANISTAN—Canned vegetables, tinned fruit juice. Prices c.i.f. Karachi and insurance to Kabul requested. S. A. Baqi Ghafori (importer, wholesaler, retailer), Chorrahi Toorabaz, Kabul. WTD 4/67.

GERMANY—Canned fruits, vegetables; canned fruit juices; dried, dehydrated fruits, vegetables. Requests price quotations c.i.f. Rotterdam or Hamburg. Gedelfi—Import Grosseinkauf Deutscher Lebensmittel-Filialbetriebe GmbH. & Co. KG (importer, exporter, commission merchant), 2 Barbarossaplatz, 5 Koeln a. Rh. WTD 3/68.

ITALY—Early fruit and vegetables: peppers, asparagus, strawberries, celery from Florida, California. Lorenzo Musso (importer, wholesaler, exporter), Corso Venezia 14/a, Asti. WTD 4/68.

IVORY COAST—Complete line of canned goods for sale in supermarket. M. Kassam, Societe Prosuma, Super Marche Nour-Al-Hayat (supermarket), B.P. 1749, Abidjan. WTD 11/67.

LIBYA—All types of dietetic, diabetic food. Ramhel, (R.K. Serrag) (importer), P.O. Box 560, Tripoli. WTD in preparation.

MALAYSIA—Canned foods of all varieties. Direct purchase and agency. The Oriental Toys & Confectionery Co. (importer, exporter, sales/indent agent), 605-I Balik Pulau Rd., Ayer Itam, Mk. 16, Penang. WTD 4/68.

SENEGAL—Fruit juices, dried fruits, dates. Requests replies in French. Etablissements Nadra Filfili & Fils (importer, retailer, manufacturer), 18 Bd. de la Republique, B.P. 2016, Dakar. WTD 4/68.

TRINIDAD, W.I.—Prepared mustard; mixes sour and sweet pickles packed in barrels of 30 to 35 lbs. C. A. J. Lashley Co. Ltd. (importers, wholesalers, commission merchants), 11 Edward St., Port of Spain. WTD 11/67.

204 Grain mill products

HONG KONG—High or medium quality rice, soy beans. Consulate General of the United States, Commercial Section TO-89, 26 Garden Road.

INDONESIA—Ten thousand to 20,000 metric tons monthly 25%-40% broken, long grain white rice, for April, May, and June 1968 delivery. Quote c.i.f. Djakarta. Demig Trading Co. (FE), Ltd. (importer, wholesaler, retailer, exporter), 419 Central Bldg., Hong Kong. Cable: Detrafe. WTD in preparation.

MALAYSIA—Feed concentrates for local

manufacture of poultry feeds. Direct purchase and agency. Binseng Trading Co. (importer, wholesaler, agent), 24 Jalan Balam, off Ipoh Road, Kuala Lumpur. WTD 3/68.

SWITZERLAND—Pet foods. Direct purchase and agency. Samen Mauser AG (importer, agent, distributor), Rathausbruecke, 8001 Zurich. WTD 4/68.

205 Bakery products

FRANCE—Biscuits, crackers, bakery products, related grocery specialties. Agency and potential direct importers. Sentenac, Etablissements Andre (dealer, sales agent), 3 Rue du Perigord; 31- Toulouse, Haute-Garonne. WTD 7/67.

Typical American biscuits, crackers and cracker sandwiches. Direct purchase and agency. Becco Fabrique de Confiserie Matter & Cie. (importing manufacturer, distributor), 182-184 Route des Romains, 67 Strasbourg-Koenigshoffen. WTD 4/68.

MALAYSIA—Cookies, all sorts, packaged. Direct purchase and agency. The Oriental Toys & Confectionery Co. (importer, exporter, sales/indent agent), 605-I Balik Pulau Rd., Ayer Itam, Mk. 16, Penang. WTD 4/68.

207 Confectionery

FRANCE—Candies; salted and roasted nuts; pecans; and other U.S. confectionery products in consumer, bulk packages; also raw products, basic preparations for use by retail pastry shops, bakeries. Agency and direct purchase. Sentenac (Etablissements Andre) (dealer, sales agent), 3 Rue du Perigord; 31- Toulouse, Haute-Garonne. WTD 7/67.

209 Food preparation

MALAYSIA—Soybean bean meal. Lee Peng Siew Co. (importer, wholesaler, commission merchant), 146 Beach St., Penang. WTD 4/68.

212 Cigars

MALAYSIA—Filter tipped cigars. Direct purchase & agency. The Oriental Toys & Confectionery Co. (importer, exporter, sales/indent agent), 605-I Balik Pulau Rd., Ayer Itam, Mk. 16, Penang. WTD 4/68.

220 Textile mill products

ECUADOR—Yard goods of all types. Catalogs, swatches requested. Direct purchase and agency. Distribuidora Comercial Dennis (textile distributor), Carl A. Th. Fromell, Proprietor, Calle Montalvo entre Calle Cevallos y Sucre, P.O. Box 142, Ambato. WTD 11/67.

221 Broad woven fabric mills, cotton

AUSTRALIA—Bedford cord cloth, approximately 7 to 8 ozs. per sq. yd., either 100% cotton or blend of cotton and synthetic, any width between 36 and 60 ins. Delivery would have to be within eight weeks of placement of order and minimum quantity not to exceed 600 yds. per color. Freidelle Pty. Ltd. (manufacturer, importer, wholesaler, exporter), 180 Elizabeth St., Sydney, N.S.W. 2000. WTD in preparation.

ITALY—Printed, plain hand towels; bath carpets, sets. Commissionaria Corit (importer), Corso Lodi 83, 20139 Milan. WTD 3/68.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRALIA—Material which will give maximum service against sun, rain for outdoor use for deck chairs, draperies; nylon, or similar stretch material in an upholstery weight, polyester, fiber glass material up to ten ft. wide for use in curtain manufacture. Prices, brochures requested. Direct purchase and agency. Conso Furnishing Pty. Ltd. (manufacturer), 368 Eastern Valley Rd., Willoughby, N.S.W. 2068. WTD 4/68.

FRANCE—Nylon fabric coated with vinyl for use in buildings. Derache Constant (manufacturer, dealer), 91, Rue du Colisee, 59 Lys-lez-Lannoy. WTD in preparation.

225 Knitting mills, products

JORDAN—Women's, children's, infants' underwear, pants, clothing; men's, boys' socks; women's stockings. Stephan Trading Agency (importer, wholesaler, retailer), P.O. Box 1193, Amman. WTD 4/2/68.

229 Textile goods

JAMAICA—Plastic upholstery material, supported, unsupported, finished printed and/or embossed for use on outdoor furniture. Direct purchase and agency. Richard Kahn and Sons Ltd. (manufacturers' representatives), 13 Port Royal St., Kingston. WTD 4/68.

230 Apparel

LIBYA—Ready-made clothing including ladies' dresses, suits; men's suits, sportswear; men's shirts; misses' dresses; children's, infants' wear. Abdal Labbar (importer, retailer), P.O. Box 4, Benghazi. WTD in preparation.

232 Men's, youths', boys' furnishing, work clothing

IVORY COAST—Underclothes, sports clothing, suitable for sale in supermarket. M. Kassam, Societe Prosuma, Super Marche Nour-Al-Hayat (supermarket), B.P. 1749, Abidjan. WTD 11/67.

233 Women's, misses', juniors' outerwear

IVORY COAST—Sport clothing suitable for sale in supermarket. M. Kassam, Societe Prosuma, Super Marche Nour-Al-Hayat (supermarket), B.P. 1749, Abidjan. WTD 11/67.

234 Women's, misses', children's, infants' under garments

IVORY COAST—Under garments for sale in supermarket. M. Kassam, Societe Prosuma, Super Marche Nour-Al-Hayat (supermarket), B.P. 1749, Abidjan. WTD 11/67.

236 Girl's, children's, infants' outerwear

IVORY COAST—Sportswear for sale in supermarket. M. Kassam, Societe Prosuma, Super Marche Nour-Al-Hayat (supermarket), B.P. 1749, Abidjan. WTD 11/67.

242 Sawmills, planing mills

FRANCE—Lumber and timber, Oregon; Douglas fir; pitchpine, other American varieties of hard, softwoods. Agency and potential direct importers. Pierreisnard (Etablissements) (wholesaler), 202-208 Cours Saint-Louis; 33-Bordeaux, Gironde. WTD 6/67.

ITALY—Douglas planks. Crespi, Luigi di Carlo Crespi (importer), Via Carnaia 156, Varese. WTD 3/68.

LIBYA—Wood for construction purposes. Bubteina Commercial Agency (agency), P.O. Box 3028, Via Mohamad Musa 1, Benghazi. WTD in preparation.

249 Wood products

LIBYA—Pitch pine wood, yellow pine wood, Douglas fir wood to be used in construction industry. Giuseppe Gianno' (importer), P.O. Box 6388, 9/11 Sciara Palmieri, Tripoli. WTD 4/68.

253 Public building, related furniture

● **LIBYA**—Supply of furniture and other equipment for schools for the Ministry of Education. Tender No. 1088, bid deadline May 20. For additional information and tender terms and specifications contact the Chairman of the Central Tenders Board, Sciara Shatt, Tripoli, Libya.

264 Converted paper, paperboard

AFGHANISTAN—Toilet paper, paper napkins. Prices c.i.f. Karachi and insurance to Kabul requested. S. A. Baqi Ghafori (importer, wholesaler, retailer), Chorrahi Toorabaz, Kabul. WTD 4/67.

281 Industrial chemicals

AFGHANISTAN—Urea fertilizer. Mohammad Akbar and Co. (importer, exporter), Second Part, Jade Maiwand, Kabul. WTD 2/68.

VENEZUELA—Sodium bicarbonate; sodium salt, soda ash. Sales agency for Caracas. Requests replies in Spanish. Direct purchase and agency. Corporacion de Vivieres, S.R.L. (sales agent), Edificio Morgrac, Calle 300, Quinta Crespo, Caracas; or: Apartado 8547, Caracas. WTD 2/68.

YUGOSLAVIA—Liquid ammonia, 96% concentrated, 11,000 metric tons (3,000 in 1968 and 8,000 in 1969). Mr. Imre Teke, Gen. Mgr., Hemiska industrija Pancevo (manufacturer), Pancevo, Spoljnostarcevska 72. WTD in preparation.

283 Drugs

GERMANY—Blood grouping serums, serum reagents, other medical reagents, dry nutritive substratums. Direct purchase and agency. Biologische Arbeitsgemeinschaft G.m.b.H. (manufacturer, distributor), 6302 Lich/Oberh., Postfach 28. WTD 4/68.

MALAYSIA—Veterinary pharmaceutical preparations. Direct purchase and agency. Binseng Trading Co. (importer, wholesaler, agent), 24 Jalan Balam, off Ipoh Rd., Kuala Lumpur. WTD 3/68.

284 Soap, detergents, cleaning preparations, cosmetics

FRANCE—Detergents; deodorants; hygienic preparations; disinfectants; cleaning compounds; polishes; lyes; paint removers; other categories of druggists' household products in powder, liquid form; wholesale shipment, in bulk; for final processing, packaging in France

in consumers' small-size containers or plastic bags. Sale to specialized retail, wholesale dealers. Agency and direct purchase. Produits Chimiques du Ciron (wholesalers, processors, packagers), Moulin de Pernaud; B.P. 9; 33-Barsac, Gironde. WTD 4/68.

JORDAN—Liquid hair spray in aerosol cans. Stephan Trading Agency (importer, wholesaler, retailer), P.O. Box 1193, Amman. WTD 4/68.

SWITZERLAND—Metal cleaners, acid & alkaline type cleaners for industrial use, sweeping compounds, detergents, absorbents, degreasing solvents, rust removers, waxes. Direct purchase and agency. Mr. Franz Xaver Peter, Pres., Chemische Industrie AG (importer, agent), Amlehnhalde 6, 6010 Kriens-Luzern. WTD 4/68.

285 Paints, varnishes, lacquers, enamels

SWITZERLAND—Plastic lacquers and paints, oil paints, varnishes, enamels, illuminous paints, paint brush cleaners, thinners, dilutants, calking compounds, putties, aerosol paints. Direct purchase and agency. Mr. Franz Xaver Peter, Pres., Chemische Industrie AG (importer, agent), Amlehnhalde 6, 6010 Kriens-Luzern. WTD 4/68.

287 Agricultural chemicals

AFGHANISTAN—Superphosphate fertilizer. Mohammad Akbar and Co. (importer, exporter), Second Part, Jade Maiwand, Kabul. WTD 2/68.

ISRAEL—Agricultural chemicals, specifically crop chemicals, animal health products. Direct purchase and exclusive representation. Palimport Ltd. (distributors, sole agents), Maya House, 74 Petach-Tiqva Rd., P.O. Box 13, Tel Aviv. WTD 4/68.

MALAYSIA—Essential oils, all kinds. Direct purchase & agency. The Oriental Toys & Confectionery Co. (importer, exporter, sales/indent agent), 605-I Balik Pulau Rd., Ayer Itam, Mk 16, Penang. WTD 4/68.

SWITZERLAND—Fertilizers, agricultural disinfectants. Direct purchase and agency. Samen Mauser AG (importer, agent, distributor), Rathausbruecke, 8001 Zurich. WTD 4/68.

● **TANZANIA**—Compound fertilizer (NPK mixture 3:27:18), 4,370 long tons for growing tobacco. To be delivered to three co-operative societies at the nearest railway stations: 2,250 tons at Tabora, 2,000 tons at Urambo and 120 tons at Mpanda: delivery from July 20 through Sept. 1. Current rail rates on fertilizers from Dar es Salaam port to Tabora is approximately $6.10 per metric ton and to Urambo $6.60 per metric ton. To be packed in 112 lbs. jute bags with polyliners. Bid deadline May 3. National Development Credit Agency, P.O. Box 268, Dar es Salaam.★ (Telephone: 202-967-3468).

289 Chemical products

FRANCE—Aerosols; adhesives and gelatin; agricultural pesticides, insecticides, herbicides, fertilizers (farm and garden); allied chemical products, concentrates in powder or liquid form; wholesale importation in bulk for final processing, packaging in consumers' small-size containers or plastic bags; sale to specialized retail, wholesale dealers. Agency and direct purchase. Produits Chimiques du Ciron (wholesalers, processors, packagers), Moulin de Pernaud; B.P. 9; 33- Barsac, Gironde. WTD 4/68.

SWITZERLAND—Printing ink, gravure ink, glues, adhesives, cements, metal and oil treating compounds, waterproofing compounds. Direct purchase and agency. Mr. Franz Xaver Peter, Pres., Chemische Industrie AG (importer, agent), Amlehnhalde 6, 6010 Kriens. WTD 4/68.

295 Paving, roofing materials

FRANCE—Shingles, asphalt for roofing. Direct purchase and agency. Etablissements G. Leroy (importer, manufacturer, wholesaler), Service Importation 14-Lisieux. WTD in preparation.

306 Fabricated rubber products

YUGOSLAVIA—Fabricated rubber products for trade in both directions. Mr. Ivan Sparovec, Commercial Manager, Industrija gumenih proizvoda "RIS", (Rubber products industry) (manufacturer), Zagreb-Stenjevec, Bolnicka 40. WTD in preparation.

307 Plastics products

TRINIDAD, W.I.—Plastic cutlery. C.A.J. Lashley Co. Ltd. (importers, wholesalers, commission merchants), 11 Edward St., Port of Spain. WTD 11/67.

311 Leather tanning, finishing

GERMANY—Leather for leather ware, leather clothing, shoes; skins of alligator, lizard, snake, tortoise. Direct purchase and agency. Impex Leder Grosshandel Import and Export GmbH (sales agent, wholesaler, importer, exporter), 6056 Heusenstamm, Industriestr. 13. WTD 4/68.

314 Footwear, except rubber

LIBYA—Full line of women's, men's, children's shoes. Abdal Labbar (retailer), P.O. Box 4, Benghazi. WTD in preparation.

316 Luggage

IVORY COAST—Line of travel items for sale in supermarket. M. Kassam, Societe Prosuma, Super Marche Nour-Al-Hayat (supermarket), B.P. 1749, Abidjan. WTD 11/67.

322 Glass, glassware

AUSTRIA—Glassware for households, restaurants, hotels. Direct purchase and agency. Jos. Greussing (importer, wholesaler, manufacturers' representative), Kaiserstrasse 11, P.O. Box 191, A-6901 Bregenz. WTD 4/68.

MALAYSIA—Household, art, novelty glassware. Direct purchase and agency. H. A. Rasurbhoy (importer, wholesaler, retailer, exporter), No. 64 Jalan Tuanku Abdul Rahman, Kuala Lumpur, Selangor. WTD 4/68.

325 Structural clay products

THAILAND—Wall tile, mosaic tile. Requires c.i.f. prices, catalogs. Kasemphan Trading Ltd. Partnership (importer, distributor), 112 Werng Nakornkasem, Bangkok. WTD 4/68.

326 Pottery, related products

AUSTRIA—Tableware, kitchen articles for households, restaurants, hotels. Direct purchase and agency. Jos. Greussing (importer, wholesaler, manufacturers' representative), Kaiserstrasse 11, P.O. Box 191, A-6901 Bregenz. WTD 4/68.

ECUADOR—Decorated chinaware for household use; decorative china. Illustrated catalogs, in color, requested. Quotations f.o.b., c.i.f. Guayaquil. Direct purchase and agency. Requests replies in Spanish. Casa Vivanco (importer, retailer, wholesaler), P.O. Box 2081, Edificio Vivanco, Avenida 10 de Agosto, esq. de Arenas, Quito. WTD 10/67.

THAILAND—Plumbing fixtures, fittings; bathroom accessories, china, earthenware. C.i.f. prices, catalogs requested. Kasemphan Trading Ltd. Partnership (importer, distributor), 112 Werng Nakornkasem, Bangkok. WTD 4/68.

329 Abrasive, asbestos, nonmetallic mineral products

LIBYA—Floor tiles. Bubteina Commercial Agency (agency), P.O. Box 3028, Via Mohamad Musa 1, Benghazi. WTD in preparation.

THAILAND—Floor tiles: vinyl asbestos. C.i.f. prices, catalogs requested. Kasemphan Trading Ltd. Partnership (importer, distributor), 112 Werng Nakornkasem, Bangkok. WTD 4/68.

331 Steel mill products

● **CHILE**—Steel pipe, approx. 2,600 meters 2.80 mts. diameter, for assembly (including interior painting) at site of "El Toro" hydroelectric plant. Bid deadline July 30. Specifications are available, for approximately $8, from Empresa Nacional de Electricidad "ENDESA" S.A. Calle Merced 753, Apt. 708, Santiago.

● **ETHIOPIA**—Rails, 1,732, 15 meters long; straight metal sleepers, 19,920; sleeper clips, bolts and washers, 81,500 each. Tender #70.042 RS 68; bid deadline May 31. Correspondence must be in French or Amharic; quotations in French francs or Ethiopian dollars. Directeur General de la Compagnie du C.F.E., P.O. Box 1051, Addis Ababa, with a copy to Office Central des Chemins de Fer d-Outre-Mer, 38 Rue La Bruyere, Paris (9eme).★ (Telephone: 202-967-2364).

ITALY—Steel wire of 0.2758" for reinforced prestressed concrete meeting A.S.T.M.—A 416/59 specifications. CESAP—Centro per lo Studio e le Applicazioni della Precompressione (design, construction work), 40, Viale Nairobi, 00144-Rome. WTD 3/68.

LIBYA—Construction steel. Bubteina Commercial Agency (agency), P.O. Box 3028, Via Mohamad Musa 1, Benghazi. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

MALAYSIA—Copper tubes for refrigerators. Hock Hoe Trading Co. (commission merchant, importer), 4-D Beach St., P.O. Box 829, Penang. WTD 9/67.

NETHERLANDS—Copper tubing for refrigeration equipment. Direct purchase or representations for Benelux countries. N.V. Non Ferro Werk (manufacturer), 14 Industrieweg, Nunspeet. WTD 4/68.

342 Cutlery, hand tools, general hardware

AUSTRIA—Tools, clamping devices for metal, woodworking shops, tools for construction industry, furniture, builders' hardware. Direct purchase and agency. Bessey & Sohn (importer, wholesaler, manufacturers' representative), Markt 84, A-6361 Hopfgarten, Tyrol. WTD 4/68.

FRANCE—Garden hand tools, utensils and "do it yourself" hardware. Direct purchase and agency. Sical (importing distributor), 144 Grande Rue, 67 Saverne. WTD 4/68.

LIBYA—Shovels, hoes, rakes. Benghazi Sales Co., Km. 4, Tripoli Rd., Benghazi. WTD in preparation.

MALAYSIA—Builders' hardware. Hock Hoe

Trading Co. (commission merchant, importer), 4-D Beach St., P.O. Box 829, Penang. WTD 9/67.

Mechanics' hand service tools for vocational schools. Direct purchase and agency. Educational & Technical Agencies Sdn., Berhad (importer, wholesaler, retailer, sales and indent agent), No. 8A, Jalan 13/2, Petaling Jaya, Selangor. WTD 4/68.

TRINIDAD, W.I.—Marine hardware, boat fittings. Direct purchase and agency. Burmac Ltd. (importer, sales agent), 20-22 Tragarete Rd., Port of Spain. WTD 3/68.

343 Heating apparatus, plumbing fixtures

AUSTRIA—Components for plumbing fixtures for heating equipment made from brass bar stock on automatic screw machines. Specifications, drawings on request. Gebauer & Lehrner (manufacturer, importer), P.O. Box 189, A-1101 Vienna. WTD 4/68.

GERMANY—Special gas-fired boilers for warm-water heating systems. Direct purchase and agency. Requests replies in German. Albert Birch Ing. (sales agent), Koenigstrasse 14, Hamburg 50. WTD 3/68.

344 Fabricated structural metal products

LIBYA—Aluminum doors, windows. Bubteina Commercial Agency (agency), P.O. Box 3028, Via Mohamad Musa 1, Benghazi. WTD in preparation.

346 Metal stampings

ECUADOR—Stainless steel kitchen utensils, all types. Catalogs requested. Direct purchase and agency. Requests replies in Spanish. Casa Vivanco (importer, retailer, wholesaler), P.O. Box 2081, Avenida 10 de Agosto, esq. de Arenas, Edificio Vivanco, Quito. WTD 10/67.

348 Fabricated wire products

ITALY—Steel strand of ½" for reinforced prestressed concrete meeting A.S.T.M.—A 416/59 specifications. CESAP—Centro per lo Studio e le Applicazioni della Precompressione (design, construction work), 40 Viale Nairobi, 00144- Rome. WTD 3/68.

351 Engines, turbines

IRAN—Gas turbine engines ranging from 500 hp. to 5000 hp. Direct purchase and agency. Iran Pahnab Industrial Co. (importer), P.O. Box 3222, Tehran. WTD 9/67.

352 Farm machinery

AFGHANISTAN—Ten farm plows with parts, attachments; five garden tractors including parts, attachments. Catalogs, price lists requested. Maqsudi Trading Corp. (importer, exporter), Serai Ata Jan, Kandahar. WTD 2/68.

BRAZIL—Farm machinery, equipment. Direct purchase and agency. Imcomex Ltda., Importacao, Comercio e Exportacao (importer), Rua Curitiba 778, s/803, P.O. Box 1763, Belo Horizonte. Minas Gerais. WTD 2/68.

● **CEYLON**—The Sri Lanka Sugar Corp. has solicited tenders for supplying 20 side tipping cane trailers. The bid deadline is May 15. Specifications and conditions of the tender are available from Agricultural Construction and Mining Equipment Division, Business and Defense Services Administration.

FRANCE—Power lawn mowers. Agency and direct purchase. Sical (importing distributor), 144 Grande Rue, 67 Saverne. WTD 4/68.

NETHERLANDS—Fruit picking, plucking machinery; sorting, grading machinery for fruits, vegetables including vibrator types; equipment, machinery for use in greenhouses; harvesters for potatoes, onions; hydraulic pruners; automatic machines for filling, packing sauerkraut, other vegetables; fruit in consumer, institutional packs. Agencies for export to Czechoslovakia. N.V. Beheermaatschappij BURA (import/export agent), Parkweg 22, Voorburg. WTD 12/67.

353 Construction, mining, materials handling machinery, equipment

AUSTRIA—Portable machinery for construction industry. Direct purchase and agency. Bessey & Sohn (importer, wholesaler, manufacturers' representative), Markt 84, A-6361 Hopfgarten, Tyrol. WTD 4/68.

NETHERLANDS—Container handling equipment. Representations for Europe, Africa. Nederlandse Machinefabriek Alkmaar N.V. (manufacturer, exporter), 1 Voormeer, Alkmaar. WTD 8/67.

SOUTH AFRICA—Pneumatic conveyor systems. Direct purchase, agency and local manufacturer. Hall, Longmore & Co. Ltd. (manufacturer), Box 29, Luipaardsvlie, Transvaal. Attn: Mr. G. R. Adams. WTD in preparation.

354 Metalworking machinery

AUSTRIA—Small machine tools for metalworking shops. Direct purchase and agency. Bessey & Sohn (importer, wholesaler, manufacturers' representative), Markt 84, A-6361 Hopfgarten, Tyrol. WTD 4/68.

● **BURMA**—210 adjustable sound split die sets and thread systems, and 114 hand-tap sets various sizes. Tender No. 67(T)/MCY-ESB/67-68, bid deadline May 7. Controller of Stores, Central Stores Dept., Electricity Supply Board, Ahlone/Strand Rd., Rangoon.★ (Telephone: 202-967-2723).

FRANCE—Portable electric tools for home workshops. Direct purchase and agency. Sical (importing distributor), 144 Grande Rue, 67 Saverne. WTD 4/68.

● **INDIA**—Two standard bench lathes—5" center height, 24" between centers; Tender No. BARC/P/CAP/864, bid deadline May 13. One six spindle turret drilling and tapping machine with automatic indexing; Tender No. BARC/P/CAP/890, bid deadline May 14. One hand-operated bending leaf brake suitable for 16 ga. mild steel; Tender No. BARC/P/CAP/894, bid deadline May 14. Two hand-operated shearing machines suitable for 12 and 24" widths respectively; Tender No. BARC/P/CAP/895, bid deadline May 15. One 5 ton power notching machine suitable for 16 ga. sheet steel; Tender No. BARC/P/CAP/896, bid deadline May 15. Head, Purchase and Stores, Bhabha Atomic Research Centre (Purchase Div.) Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-967-2723).

● Precision centerless grinder with 305 x 76 x 102 mm. dia. grinding wheels and accessories. Tender No. 107/13/775/30-1-68 (I.S.M. ref. No. D/ENQ/2526), bid deadline Apr. 4. Global procurement, Dir. Gen. of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi.

Copies of tender documents may be obtained from the India Supply Mission, 2536 Mass. Ave., N.W., Washington, D.C. 20008. Price, $2 per copy.

MALAYSIA—Hand tools for industry, repair shops. Direct purchase and agency. Educational & Technical Agencies Sdn., Berhad (importer, wholesaler, retailer, sales and indent agent), No. 8A, Jalan 13/2, Petaling Jaya, Selangor. WTD 4/68.

NICARAGUA—Rolling mill machinery, equipment, to process pig iron into ferrous wire, at capacity of 48,000 tons per year. Requests quotations, descriptive literature. Requests replies in Spanish. Industria Nacional de Clavos y Alambre de Puas S.A. (manufacturer), Apartado Postal 955, Managua. WTD 3/67.

SWITZERLAND—Two hundred and eighty V Pipe threading machine; capacity: 3/8-2". dies with British Standard Pipe Thread (BSPT) with accessories. Direct purchase and agency. Cuhat & Co. (importer, agent, wholesaler), Toedistrasse 65, 8039 Zurich. WTD 4/68.

THAILAND—Medium-size hydraulic sheet metal pressing and stamping machines for curtain rail manufacture. Require recommendation on machinery needed for medium-size plant, technical assistance for installation, operation of machinery. Catalogs, quotations

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lossacker-Sage Bldg. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 5028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 333 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2853.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2151.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., U., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Bldg., 350 Fifth Ave. Area Code 212 Tel. 563-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 3028 Federal Bldg., 300 South St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

for cash and 5 or 10 yr. financing with bank guarantee. Mr. Krieng Kitcharayothin, Pornchai Sapankwai Ltd. Partnership (importer, distributor, retailer), 652 Paholyothin Rd., Bangkok. WTD 3/68.

YUGOSLAVIA—Machine tools for building big ship engines, other shipbuilding machinery, equipment. Direct purchase and agency. Mr. Otmar Karli, Tehnobrodomerkur (importer, agent), Split/Prvoboraca 35, P.O. Box 120. WTD 1/68.

355 Special industry machinery

AFGHANISTAN—One electric-powered machine for extracting syrup from licorice root; one hand-operated machine for making cans, kerosene tins. Haji Abdul Hai Qaderi (importer, exporter), Serai Tara Singh, Bazaar Herat, Kandahar. WTD 1/68.

Complete skin pickling, tanning plant for processing 500,000 sheep, goat skins per year. Saaed Industrial Co. Ltd. (importer, exporter), P.O. Box No. 303, Kabul. WTD 3/68.

AUSTRALIA—Machinery for sausage-making. Direct purchase and agency. Williams Marketing Corp. Pty. Ltd. (agent, distributor, exporter, importer), 241 Pitt St., Sydney, 2000. WTD 2/67.

Drapery pinch pleating machine; must be able to make pleats and machine them. Prices, brochures requested. Conso Furnishing Pty. Ltd. (manufacturer), 368 Eastern Valley Rd., Willoughby, N.S.W. 2068. WTD 4/68.

AUSTRIA—Small machine tools for woodworking shops. Direct purchase and agency. Bessey & Sohn (importer, wholesaler, manufacturer's representative), Markt 84, A-6361 Hopfgarten, Tyrol. WTD 4/68.

Cryovac-vacuum packing machinery; machinery for packing lard in one and two lb. packages; power cutters for frozen meat; dehiders; beef and pork splitting equipment; bacon skinners; related packing house machinery; colloid mills (15 to 40 hp) for preparation of meat mixes; cookers (autoclaves) for meat canning industry; conveyor belts for meat products. Direct purchase and agency arrangements for Austria, Eastern Europe. Maschinenfabrik Tobisch K.G. (manufacturer, importer, exporter, distributor), Gruenbergstrasse 16, A-1130 Vienna. WTD 3/68.

EL SALVADOR—Machinery for 200 tons per day plant for refining sulphur; one each rotary kiln, ore grinding and charging system, storage system for fuel oil, scrubber system, remelting system (boiler), leed mechanism, set of filters, storage system for sulphur, head end seal for kiln, pure sulphur filter system; two drag lines of one yd. Concentration contents of sulphur in ore is 40%. Machinery, instructions, technical consulting services should be provided for entire operation of refining sulphur. Requests replies in Spanish. Lic. Mauricio Cuellar, Jefe del Departamento Rama Industriales, INSAFI (Instituto Salvadoreno de Fomento Industrial) (government agency), Calle Ruben Dario 628, San Salvador. WTD 9/66.

ENGLAND—Fluid handling machinery for dispensing, packing, filling, metering and proportioning, particularly for foods, pharmaceuticals, cosmetics, inks, adhesives, chemicals. Agency and direct purchase. Berk Ltd. (distributor), Engineering Div., Paramount House, 75 Uxbridge Rd., Ealing, London, W.5. WTD 3/68.

FRANCE—Meat processing equipment: salting pumps or electric brine pumps (pressure 3 to 4 kg. for a delivery of 200 to 300 litres per hr.). Direct purchase and agency. Societe Gudin Pere & Fils (manufacturer, wholesaler, retailer), 10, Rue Lecouteux, 93 Les Lilas. WTD in preparation.

NETHERLANDS—All kinds of cryogenic equipment for production, storage, transport and handling of liquefied industrial gases. Equipment for preservation of biologic products in liquid nitrogen or dry ice (CO_2). Direct purchase and agency. Cryoson Technisch Laboratorium (sales agent), 2 Hugo de Grootstraat, Midden Beemster. WTD 5/67.

Canning and fruit, vegetable packing machinery for export to Czechoslovakia. N.V. Beheermaatschappij BURA (importer, exporter, agent), Parkweg 22, Voorburg. WTD 12/67.

SAUDI ARABIA—Offset monotype equipment, binding machinery, zincograph for printing textbooks. Dr. Muhsin Baroum, Advisor, Ministry of Education, Western Province c/o King Abdul Aziz University, Jidda.

TRINIDAD, W.I.—Freezing machinery systems capable of handling on individual quick-freeze basis (IQF) variety of fruits, vegetables, including pigeon peas, corn, cabbage; fish, fish products and shrimp; citrus products. Mr. T. N. Skinner, Gen. Mgr., Central Marketing Agency (government agency), P.O. Box 449, Port of Spain.

356 General industrial machinery

FRANCE—Paint spray guns for home workshops. Direct purchase and agency. SICAL (importing distributor), 144 Grande Rue, 67 Saverne. WTD 4/68.

NETHERLANDS—Packaging machinery for various industries including case packers, palletizing and de-palletizing equipment. Representations for Europe, Africa. Nederlandse Machinefabriek Alkmaar N.V. (manufacturer, exporter), 1 Voormeer, Alkmaar. WTD 8/67.

YUGOSLAVIA—Smog control equipment for industrial, municipal uses; other air pollution control equipment. Direct purchase and agency. Mr. Otmar Karli Tehnobrodomerkur (importer, agent), Split/Prvoboraca 35, P.O. Box 120. WTD 1/68.

357 Office, computing, accounting machines

DENMARK—Advanced electronic office machinery. Max Bodenhoff A/S (agent, importer, distributor), 7 Landgreven, 1301 Copenhagen K. WTD 12/67.

Medical data processing computors. Kirk Electric A/S (agent, importer, distributor), 86 Kirkebjerg Alle, 2600 Glostrup. WTD 9/67.

FRANCE—Typewriters, computing, accounting, billing machines. Direct purchase and agency. Requests replies in French. L. Douadic & Fils, S.A. (importing wholesaler, distributor), 16 Avenue de la Marseillaise, 67 Strasbourg. WTD 6/67.

358 Service industry machines

AUSTRIA—Food warming equipment, plate warmers, related equipment for hotels, restaurants. Direct purchase and agency. Jos. Greussing (importer, wholesaler, manufacturers' representative), Kaiserstrasse 11, P.O. Box 191, A-6901 Bregenz. WTD 4/68.

GERMANY—Airconditioners for office, residential use on oil burner or gas burner basis. Direct purchase and agency. Requests replies in German. Albert Birch Ing. (sales agent), Koenigstrasse 14, Hamburg 50. WTD 3/68.

MALAYSIA—Portable carpet cleaning machines, vacuum cleaners. Direct purchase and agency. G. D. C. (importer, exporter, wholesaler), 179 Jalan Tuanku Abdul Rahman, Kuala Lumpur. WTD 4/68.

361 Electric transmission and distribution equipment

● **CHILE**—Bids requested for supply of two three-phase, 13.2/23Kv power transformers. Empresa Nacional de Electricidad "ENDESA" S. A., calle Ramon Nieto 920, Of. 428, Santiago. Bid deadline May 24.

Complete specifications are available from Seccion Equipo Electrico "ENDESA", calle Merced 753, Of. 804, Santiago, at cost of approximately $2.00. Correspondence preferred in Spanish.

● **KOREA**—Supply of 7,785 watthour meters, integrating, single phase and three phase, alternating current, 60 cycles, outdoor use, weatherproof and wall mounting type; 20 cumulative type maximum kilowatt demand meters used with instrument transformer to measure energy and maximum demand power. Tender No. KFX-8035-S, bid deadline May 7. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-967-2939).

● **MALAYSIA**—Supply of equipment for the control system and electrical measurement laboratory, including all necessary accessories, at the Technical College. Bid deadline June 28. Ref: TC 251/5/SJQ/(IB). The Principal, Technical College, Gurney Road, Kuala Lumpur.★ Telephone: 202-967-2939.

NORWAY—Field strength meters, range 25 khz-900 Mhz, portable and transistorized; to meet CISPR specifications. Direct purchase and agency. Henaco A/S (manufacturers' agent, distributor), Cort Adelers gate 16, Oslo 1. WTD 4/68.

● **SUDAN**—Supply of 313 distribution transformers. Central Electricity and Water Corp., P.O. Box 138, Khartoum. Bid deadline May 18. Tender No. CEWC/E/468/68, avaialble from Office of Controller of Stores, Gama's Ave., Khartoum, for fee of approximately $5.74 per set, non-refundable.

362 Electrical industrial apparatus

AUSTRALIA—Electric motors for use in mining industry should be of heavy construction with high temperature insulation of type generally suited to operation of continuous mining machinery; other mining equipment, both flame proof, non-flame proof construction. Jones & Rickard Pty. Ltd. (engineers), 869-873 Dowling St., Waterloo, N.S.W. 2017. WTD 11/67.

Electric motor, operating on 240/250 volts AC, 50 cycles, to power curtain track. Brochures, prices requested. Direct purchase and agency. Conso Furnishings, Pty. Ltd. (manufacturer), 368 Eastern Valley Rd., Willoughby, N.S.W. 2068. WTD 4/68.

363 Household appliances

AUSTRIA—All kinds appliances for households, restaurants, hotels. Direct purchase and agency. Jos. Greussing (importer, wholesaler, manufacturers' representative), Kaiserstrasse 11, P.O. Box 191, A-6901 Bregenz. WTD 4/68.

364 Electric lighting, wiring equipment

GERMANY—Electric connectors, plugs, contacts, contact systems. Direct purchase and agency. Lapp Contact G.m.b.H. (importer, exporter, wholesaler), 7 Stuttgart-Vaihingen, Schulze-Delitzsch-Strasse 25. WTD 4/68.

365 Radio, television receiving sets

ECUADOR—Household radios, non-color television receiver sets, record players; all styles. Illustrated catalogs, literature requested. Quotations requested f.o.b., c.i.f., Guayaquil. Requests replies in Spanish. Direct purchase and agency. Casa Vivanco (importer, retailer, wholesaler), Avenida 10 de Agosto, esq. de Arenas, Edificio Vivanco, Quito. Mailing address: P.O. Box 2081. WTD 10/67.

TRINIDAD, W.I.—Automobile radios. Southern Sales & Service Co., Ltd. (importers, retailers, commission merchants), Cross Crossing, San Fernando. WTD 2/68.

366 Communication equipment

DENMARK—CCTV equipment for monitoring and educational purposes, black/white as well as color equipment; view finders, motorized zoom-lenses for TV-camera, equipment for bankvision, video distribution amplifiers, video switchers, video tape recorders; all equipment to be transistorized. Kirk Electric A/S (agent, importer, distributor), 86 Kirkebjerg Alle, 2600 Glostrup. WTD 8/67.

367 Electronic components, accessories

SWITZERLAND—Radio, TV antennas, related accessories. Direct purchase and agency. Spiess & Co. (importer, agent), 141 Baslerstrasse, 8048 Zurich. WTD 4/68.

369 Miscellaneous electrical machinery, equipment & supplies

● **CHILE**—Supply of four complete radiographic X-ray and other X-ray apparatus, tubes, equipment, and supplies. Tender No. 22, bid deadline May 7. Terms and specifications in Spanish. Correspondence preferred in Spanish. Bidders must be represented in Chile. Direccion de Aprovisionamiento del Estado, calle Amunategui 66, Casilla (P.O.B.) 24-D, Santiago.★ (Telephone: 202-967-2939).

DENMARK—Electromedical equipment, equipment for patient monitoring: pulsemeters with possibility of alarm function with selective alarm limits; respiratory rate meters; body temperature meters; indirect blood pressure meters, both systolic and diastolic; electroencephalographs; echoencephalographs; electro-cardiographs; echocardiographs; heartscopes; recorders. Kirk Electric A/S (agent, importer, distributor), 86 Kirkebjerg Alle, 2600 Glostrup. WTD 8/67.

372 Aircraft, parts

CEYLON—Used aircraft with two engines, preferably turbo-prop, having maximum capacity of 30/40 passengers. Group Captain P. H. Mendis, Royal Ceylon Air Force Headquarters (government agency), Parson's Rd., Colombo 2.

381 Engineering, laboratory, scientific research instruments equipment

● **INDIA**—Supply of two geodetic theodolites, accuracy 0.1 second direct reading, with stand of rigid legs with supports, metal hood, battery pack of six dry cells; two sets of traversing equipment for geodetic theodolites. Tender No. 1080/BPO/PR/1-525/3299, bid deadline June 5. Requested by Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Hoshiarpur, Punjab, India. Tender documents available free from India Supply Mission, 2536 Mass. Ave., N.W., Washington, D.C. 20008. Ref. No. D/ENQ/2528.

Supply of three automatic engineers levels having pending pendulum type compensation; three pair precision leveling staves, three meter long graduated in 5 mm. divisions to correspond with micrometer. Tender No. 1080/BPO/PR/1-526/3300, bid deadline June 5. Requested by Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Hoshiarpur, Punjab, India. Tender documents available free from India Supply Mission, 2536 Mass. Ave., N.W., Washington, D.C. 20008. Ref. No. D/ENQ/2529.

SPAIN—Instruments for navigational aid to ships. Orwo Espanola, S.A. (importer, distributor), Menta N° 22, Madrid 16. WTD 4/68.

YUGOSLAVIA—Navigational instruments. Direct purchase and agency. Mr. Otmar Karli, Tehnobrodomerkur (importer, agent), Split/Prvoboraca 35, P.O. Box 120. WTD 1/68.

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384 Surgical, medical, dental instruments, supplies

● **CHILE**—Supply of dental equipment, supplies including amalgams, cement, enamels, plaster, wax, mechanical equipment and tools, units, other related items.

Tender No. 1-4-68/1-5/68, bid deadline May 9. Terms and specifications in Spanish. Correspondence preferred in Spanish. Bidders must be legally represented in Chile. Servicio Nacional de Salud, Central de Abastecimientos Avda. Matta 644, Santiago.★ (Telephone: 202-967-2939).

● **MALAYSIA**—Supply of hospital bedsteads; linen changing trolleys; overbed tables; soiled linen double hampers; anaesthetist's tables; trolley instruments with and without guard rail; instrument cabinets and cupboards of angled steel; screen wards; patients' trolleys. Bid deadline May 27. Ag. Senior Superintending Pharmaceutical Chemist, Ministry of Health, Pharmaceutical Laboratories and Stores, Jalan University, Kuala Lumpur.★ (Telephone: 202-967-2939).

SWITZERLAND—Medical-electronic equipment, instruments for clinical laboratories, biomedical research. Direct purchase and agency. Elmetra AG (importer, distributor), Geissacher 6, 8126 Zumikon. WTD 4/68.

386 Photographic equipment

FRANCE—Dispersing agents, toners for use in electrostatic reproduction, related operations by graphic arts specialists. Direct purchase and agency. Universal-Graphic (dealer), 47 Rue de la Concorde; 31- Toulouse, Haute-Garonne. WTD 11/67.

Electrostatic photocopying machines. Direct purchase and agency. Requests replies in French. L. Douadic & Fils, S.A. (importing wholesaler, distributor), 16 Avenue de la Marseillaise, 67 Strasbourg. WTD 6/67.

387 Watches, clocks, parts

ECUADOR—Household clocks of all types: kitchen, wall, table, fireplace mantel styles; electric, non-electric, battery. Catalogs, prices requested. Requests replies in Spanish. Direct purchase and agency. Casa Vivanco (importer, retailer, wholesaler), Avenida 10 de Agosto, Esq. de Arenas, Edificio Vivanco, Quito. Mailing address: P.O. Box 2081. WTD 10/67.

394 Toys, amusement, sporting, goods

IVORY COAST—Sporting goods, beachware, camping items for sale in supermarket. M. Kassam, Societe Prosuma, Super Marche Nour-Al-Hayat (supermarket), B.P. 1749, Abidjan. WTD 11/67.

MALAYSIA—Toys, small. Direct purchase and agency. H. A. Rasulbhoy (importer, wholesaler, retailer, exporter), No. 64 Jalan Tuanku Abdul Rahman, Kuala Lumpur, Selangor. WTD 4/68.

YUGOSLAVIA—"Do-it-yourself" kits for building sailboats, rowing boats, motor boats. Direct purchase and agency. Mr. Otmar Karli Tehnobrodomerkur (importer, agent), Split/Prvoboraca 35, P.O. Box 120. WTD 1/68.

395 Pens, pencils, office, artists' materials

THAILAND—Carbon paper, stencil paper, pens, pencils, other stationery items. C.i.f. prices, literature, samples requested. Rojanakit Ltd. Partnership (importer), 1065 Songwad Rd., P.O. Box 1633, Bangkok. WTD 3/68.

396 Costume jewelry, novelties, button, notions

MALAYSIA—Costume jewelry, novelties, ornaments. Direct purchase and agency. The Oriental Toys & Confectionery Co. (importer, exporter, sales/indent agent), 605-I Balik Pulau Rd., Ayer Itam, Mk. 16, Penang. WTD 4/68.

399 Manufacturing industries

GERMANY—Advertising gift items, novelties. Direct purchase and sales representation. Heinz S. Weiss Maschinenvertrieb (importer, distributor), 6000 Frankfurt 70, Metzlerstr. 23a. WTD 4/68.

504 Groceries

GERMANY—Fresh fruits, vegetables of all

kinds. Requests price quotations c.i.f. Rotterdam or Hamburg. Gedelfi—Import Grosseinkauf Deutscher Lebensmittel-Filialbetriebe GmbH., & Co. KG. (importer, exporter, commission merchant), 2 Barbarossaplatz, 5 Koeln a. Rh. WTD 3/68.

HAITI—Pear, peach, apricot concentrates. General Trading Co. S.A. (agent, importer, wholesaler), P.O. Box 647, Port-au-Prince. WTD 8/67.

TRINIDAD, W.I.—Onions, garlic. V. See Tai (importer, wholesaler), 10 Chacon St., Port of Spain. WTD 3/68.

505 Farm products—raw materials

TRINIDAD, W.I.—Dried peas, beans, yellow whole corn. V. See Tai (importer, wholesaler), 10 Chacon St., Port of Spain. WTD 3/68.

507 Hardware, plumbing, heating equipment, supplies

IVORY COAST—Line of household, kitchen maintenance items for sale in supermarket. M. Kassam, Societe Prosuma, Super Marche Nour-Al-Hayat (supermarket), B.P. 1749, Abidjan. WTD 11/67.

508 Machinery, equipment, supplies

TRINIDAD, W.I.—Mobile vining machines with capacity of 5,000 lbs. per hour, suitable for handling pigeon peas in pod; equipment suitable for transporting shelled peas from vining machine to processing plant. Mr. T. N. Skinner, Gen. Mgr. Central Marketing Agency (government agency), P.O. Box 449, Port of Spain.

509 Wholesalers

ITALY—Iron scrap for reprocessing. Acciaierie e Ferriera Catania, S.p.A. (manufacturer, importer), V Strada—Zona Industriale, 95100 Catania. WTD 4/68.

MALAYSIA—Over-issued newspaper for wrapping. Lee Peng Siew Co. (importer, wholesaler, commission merchant), 146 Beach St., Penang. WTD 4/68.

SWITZERLAND—Field, garden, flower seeds. Direct purchase and agency. Samen Mauser AG (importer, agent, distributor), Rathausbruecke, 8001 Zurich. WTD 4/68.

571 Furniture, home furnishings, equipment stores

TRINIDAD, W.I.—Chromium plated toilet paper holders, soap dishes, square and round towel rails, robe hooks, handles for cabinets. Direct purchase and agency. Dalla Costa & Co. (importers, wholesalers, retailers, commission agents), 1 St. Joseph Rd., Port of Spain. WTD 3/68.

739 Business services

TAIWAN—Know-how of manufacturing polyacrylic fiber from acrylonitrile; polyester fiber from terephthalic acid or from dimethyl terephthalate; polypropylene fiber from propylene; or polyamide fiber from caprolactam. Asia Cement Plant (manufacturer), Attn: Mr. L. Y. Pao, Chief Chemist, Chu Tung, Hsinchu Hsien. WTD 11/66.

781 Motion picture production, distribution

MALAYSIA—Educational motion pictures; slide films, other related items suitable for audio visual program production. Direct purchase and agency. Educational & Technical Agencies Sdn., Berhad (importer, wholesaler, retailer, sales and indent agent), No. 8A, Jalan 13/2, Petaling Jaya, Selangor. WTD 4/68.

VENEZUELA—Sweaters and knit outerwear of acrylic yarns for children. Agency for Caracas. Requests replies in Spanish. Moys Hazan Frances (sales agent), Edificio Codazzi, Apto. 12, Avenida Codazzi, San Bernardino, Caracas; or Apartado 13.028 (Altamira), Caracas. WTD 4/68.

229 Textile goods

NETHERLANDS—Piece goods such as fabrics for ladies' coats, dresses, blouses, other outerwear (excluding fabrics for men's suits), shirtings, lace goods, curtain fabrics, lingerie. Exclusive agency representation for manufacturers and/or their export houses requested. Julius Meijer (sales agent), 84 Rokin, Amsterdam. WTD 4/68.

233 Women's, misses', juniors' outerwear

FRANCE—Women's, misses', juniors' summer outerwear, ready-made clothing including blouses, knee-pants, slacks, walking-shorts, long-tail shirts (oxford cloth, cotton, other fabrics), sport- and beachwear articles. Christie, John (retailer), 8 Rue Simon Etcheverry; 64- Biarritz, Basses-Pyrenees. WTD 4/68.

244 Wooden containers

FRANCE—Packing boxes, crates. Sofecome—Societe Francaise d'Emballage Commercial (manufacturer, importer), 12, Rue Jean, 93 St-Ouen. WTD in preparation.

262 Paper mills, products

SOUTH AFRICA—Printed, plastic base surface paper unimpregnated on reels 50" wide, 30" diameter in large range of patterns. Alex, Pirie & Sons, Africa (Pty.) Ltd. (paper makers, merchants), P.O. Box 5294, Johannesburg. WTD 4/68.

263 Paperboard mills, products

FRANCE—Corrugating kraft container boards; corrugating straw container boards. Sofecome—Societe Francaise d'Emballage Commercial (manufacturer, importer), 12, Rue Jean, 93 St-Ouen. WTD in preparation.

264 Converted paper, paperboard products

FRANCE—Molded pulp containers. Sofecome—Societe Francaise d'Emballage Commercial (manufacturer, importer), 12, Rue Jean, 93 St-Ouen. WTD in preparation.

265 Paperboard containers, boxes

FRANCE—Solid fiber & corrugated shipping containers, vulcanized fiber containers. Sofecome—Societe Francaise d'Emballage Commercial (manufacturer, importer), 12, Rue Jean, 93 St-Ouen. WTD in preparation.

282 Synthetic materials

FRANCE—Shock absorbing, cushioning materials for packaging: cellulose, plastic foams. Sofecome—Societe Francaise d'Emballage Commercial (manufacturer, importer), 12, Rue Jean, 93 St-Ouen. WTD in preparation.

284 Soap, detergents, cleaning preparation, perfumes, cosmetics

ITALY—Textile processing assistants, finishing agents. Pagani, S.p.A. (manufacturer, importer), Via Labus 5, 20147 Milan. WTD in preparation.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

HONDURAS—Canned, packaged foods. Reinaldo Harder, Representaciones (manufacturers' representative), 6a. Calle 605-Apartado Postal 450, Tegucigalpa. WTD 4/68.

NETHERLANDS—Food snacks. Exclusive representation and/or licensing arrangement. Firma J. M. Nieburg-Holtmans (importer, agent, distributor), 155 Overschieseweg, Schiedam. WTD 1/68.

208 Beverage industries

FRANCE—Whiskey, U.S. standard, choice qualities. Agency for southwest France or section thereof. Chaperon & Fils (Amand), S.A. (wholesaler, retailer, wine grower), Boite Postale 137; 33- Libourne, Gironde. WTD 4/68.

NETHERLANDS—Soft drinks. Exclusive representation and/or licensing arrangement. Firma J. M. Nieburg-Holtmans (importer, agent, distributor), 155 Overschieseweg, Schiedam. WTD 1/68.

209 Food preparations

NETHERLANDS—Fruit juices, canned and/or otherwise preserved. Exclusive representation and/or licensing arrangement. Firma J. M. Nieburg-Holtmans (importer, agent, distributor), 155 Overschieseweg, Schiedam. WTD 1/68.

224 Narrow fabrics, other smallware mills

VENEZUELA—Trimmings for men's suits, Agency for Caracas. Requests replies in Spanish. Salvador Barbato (importer, distributor), Ibarras a Maturin No. 19, Caracas. WTD 3/68.

225 Knitting mills, products

FRANCE—Shirts, outerwear: tennis, T., sweat, sport for men and boys; fashionable beach- and sportswear items (light-weight articles), including trim-cut trousers, slacks, related lines. Christie, John (retailer), 8 Rue Simon Etcheverry; 64- Biarritz, Basses-Pyrenees. WTD 4/68.

285 Paints, varnishes, lacquers, enamels

HONG KONG—Composition or paint which repels or kills cockroaches, other insects for at least six months. Exclusive or non-exclusive agency for Hong Kong, Macau, and S.E. Asia. Island Paint Co., Ltd. (importer, manufacturer, wholesaler, retailer, exporter), 1605 Union House. Cable: Islpaint. WTD in preparation.

PANAMA—Concentrated wood preservatives, soluble in ten to one proportions with mineral spirits. Servicio de Pinturas, S.A. (importer, retailer, agent), P.O. Box 2094, Panama 1. WTD 4/68.

306 Fabricated rubber products

FRANCE—Materials, protectives for packaging: rubberized animal hair; sponge rubber; foam latex cushions; collapsible rubber containers. Sofecome—Societe Francaise d'Emballage Commercial (manufacturer, importer), 12, Rue Jean, 93 St. Ouen. WTD in preparation.

307 Plastic products

PANAMA—Plastic soldering for autobody repair work. Servicio de Pinturas, S.A. (importer, retailer, agent), P.O. Box 2094, Panama 1. WTD 4/68.

327 Concrete, gypsum, plaster products

LIBYA—Complete line of building materials, products. Consider wholesale agency arrangement for any type of products relating to this field. Impex International Inc. (building materials), Attn: Mr. Khamis Bitar, Gen. Mgr., P.O. Box 949, Benghazi.

329 Abrasive, asbestos, nonmetallic mineral products

SOUTH AFRICA—Grit impregnated abrasive brushes. General Abrasive & Tool Co. (Pty.) Ltd. (manufacturer, wholesaler, agent), P.O. Box 28, Jeppestown, Johannesburg. Attn: Mr. Lepidus. WTD 11/67.

331 Steel mill products

MEXICO—Rectangular wire strip, spring steel wire, tank and boiler plate of very high carbon content. Tecnicos Argostal, S.A. (importer, distributor), Av. Jalisco 180, Mexico 18, D.F. Attn. Mr. Peter Dumke. WTD 6/67.

342 Cutlery, hand tools, general hardware

GERMANY—Hand operated lifting jacks, related equipment. Exclusive representation for W. Germany, EEC, EFTA, other European countries. Windenfabrik Gottfried Schober (sales agent, manufacturer), 8900 Augsburg, Lauterlech 41. WTD 4/68.

353 Construction, mining, materials handling machinery, equipment

AUSTRALIA—Rock and ore-crushing plants; materials handling equipment; wharf cranes and wharf facilities; mining machinery of all types. Improved Constructions (N.S.W.) Pty. Ltd. (manufacturing engineer, agent, exporter), P.O. Box 10, Villawood, N.S.W. 2163. WTD 11/67.

Permanent magnetic equipment such as wet drum separators, chute magnets, magnetic head pulleys, swarf separators, dry drum separators, magnetic floaters, magnetic sweepers, magnetic separators used for minerals benefication; loose permanent magnets. Jones & Rickard Pty. Ltd. (engineers), 869-873 Dowling St., Waterloo, N.S.W. 2017. WTD 11/67.

GERMANY—Materials handling equipment and/or other newly developed machinery, equipment. Exclusive representation for W. Germany, EEC, EFTA, other European countries. Windenfabrik Gottfried Schober (manufacturer, sales agent), 8900 Augsburg, Lauterlech 41. WTD 4/68.

354 Metalworking machinery

ENGLAND—Machinery involving high frequency generators, presses. Agency with possibility of manufacturing under license at later date. Stafford Tool and Die Co. Ltd. (manufacturer, exporter, distributor), Gainsborough Works, St. Patrick's Place, Stafford. WTD 3/68.

355 Special industry machinery

ENGLAND—Shoe machinery. Agency with possibility of manufacturing under license at later date. Stafford Tool and Die Co. Ltd. (manufacturer, exporter, distributor), Gainsborough Works, St. Patrick's Place, Stafford. WTD 3/68.

VENEZUELA—Looms for manufacture of gauze, surgical dressings. Agency for Caracas. Request replies in Spanish. Salvador Barbato (importer, distributor), Ibarras a Maturin N° 19, Caracas. WTD 3/68.

357 Office, computing, accounting machines

AUSTRALIA—Duplicators, manual and electric. Exclusive agency. C.i.f. prices, brochures requested. Operation on 240/250 volts AC, 50 cycles required. Manoussos Export-Import Co. (exporter, importer), G.P.O. Box 2812, Sydney, N.S.W. 2001. WTD 6/67.

361 Electric transmission, distribution equipment

ITALY—Speed variators and static governors (regulators) for D.C. motors; temperature variators and governors (regulators): demagnetizers for magnetic plates used for machine tools. A.E.D.I. (wholesaler, importer), Corso G. Ferraris 75, Torino. WTD 2/68.

363 Household appliances

AUSTRALIA—Domestic electrical appliances, not including floor appliances such as washing machines, refrigerators. Canvin & Coles Pty. Ltd. (importer, manufacturer, wholesaler), 67-69 Murray St., Pyrmont, N.S.W. 2009. WTD in preparation.

Electric shavers. Exclusive agency. C.i.f. prices, brochures requested. Operation on 240/250 volts, AC, 50 cycles required. Manoussos Export-Import Co. (exporter, importer), G.P.O. Box 2812, Sydney, N.S.W. 2001. WTD 6/67.

369 Electrical machinery, equipment supplies

AUSTRALIA—Small tape recorders. Exclusive agency. C.i.f. prices, brochures requested. Operation on 240/250 volts AC, 50 cycles required. Manoussos Export-Import Co. (exporter, importer), G.P.O. Box 2812, Sydney, N.S.W. 2001. WTD 6/67.

VENEZUELA—Electromedical apparatus, 110 V, 50-60 cycles. Agency for Venezuela. Requests replies in Spanish. Phisis, Ltd. (importer, distributor, sales agent), Edificio Santa Fe. Oficina N° 51, Sur 21, El Conde, Caracas; or: Apartado 13.355 (Nueva Granada), Caracas. WTD 4/68.

371 Motor vehicles, motor vehicle equipment

HONDURAS—Street sweepers, other street cleaning equipment. Roberto Lagos Mendieta (manufacturers' representative), Edificio Midence Soto, Tegucigalpa, D.C. WTD 4/68.

Parts, accessories for automotive vehicles. Roberto Bustillo y Compania (manufacturers' representative), 5a. Avenida 416, Comayaguela, D.C. WTD 4/68.

386 Photographic equipment

AUSTRALIA—Overhead projectors for classroom use. Exclusive agency. C.i.f. prices, brochures requested. Manoussos Export-Import Co. (exporter, importer), G.P.O. Box 2812, Sydney, N.S.W. 2001. WTD 6/67.

Movie cameras, projectors. Exclusive agency. C.i.f. prices, brochures requested. Projector operation on 240/250 volts AC, 50 cycles required. Manoussos Export-Import Co. (exporter, importer), G.P.O. Box 2812, Sydney, N.S.W. 2001. WTD 6/67.

IVORY COAST—Liquid bath photo-copy paper. Requests replies in French. M. Andre Foy (importer), Societe Commerciale de Diffusion, Codif, B.P. 2678, Abidjan. WTD 11/67.

393 Musical instruments, parts

AUSTRALIA—Full line musical instruments. Exclusive agency. C.i.f. prices, brochures requested. Manoussos Export-Import Co. (exporter, importer), G.P.O. Box 2812, Sydney, N.S.W. 2001. WTD 6/67.

399 Manufacturing industries

SOUTH AFRICA—Industrial wire brushes for descaling. General Abrasive and Tool Co. (Pty.) Ltd. (manufacturer, wholesaler, agent), P.O. Box 28, Jeppestown, Johannesburg. Attn: Mr. Lepidus. WTD 11/67.

Leads for Importers

Commodities are offered direct unless specified

201 Meat products

AFGHANISTAN—Sheep casings to meet customers' requirements. Company can export 500,000 rings per year. Maqsudi Trading Corp. (importer, exporter), Serai Ata Jan, Kandahar. WTD 1/68.

203 Canning, preserving foods

AFGHANISTAN—Afghan pistachio nuts, shelled. Maqsudi Trading Corp. (importer, exporter), Serai Ata Jan Kandahar. WTD 1/68.

208 Beverage industries

FRANCE—Bordeaux table wines of classified qualities, red and white, in 75-centiliter glass bottles; packed in cartons of 12 bottles each (gross weight: 34 lbs.) for exportation direct to consumers or dealers, also for sales through U.S. agents. Booklet containing samples of

labels, price quotations in French available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4059, U.S. Dept. of Commerce, Washington, D.C. 20230. Chaperon & Fils (Amand), S.A. (wine growers, retailers, wholesalers, exporters), Boite Postale 137; 33- Libourne, Gironde. WTD 4/68.

223 Broad woven fabric mills, wool

AUSTRALIA—One hundred percent pure Australian lambswool blankets. Manoussos Export-Import Co. (exporter, importer), G.P.O. Box 2812, Sydney, N.S.W. 2001. WTD 6/67.

229 Textile goods

MALAYSIA—Cotton waste. G.D.C. (exporter, importer, wholesaler), 179 Jalan Tuanku Abdul Rahman, Kuala Lumpur. WTD 4/68.

242 Sawmills, planing mills

FRANCE—Hard and softwoods, wood products of various categories, French and exotic origin. Wholesale exportation, direct or through agents. Pierreisnard (Etablissements) (dealer), 202-208 Cours Saint-Louis; 33- Bordeaux, Gironde. WTD 6/67.

Gunstocks (walnut blanks) for rifles, sport, other uses; French walnut wood, sawed, for utilization in shipbuilding, by furniture manufacturers. Selling agent sought on Pacific coast, preferably in San Francisco area. Rouleau Freres & Cie (dealer, sawmill operator), 1-7 Cours Saint-Georges; 24- Perigueux, Dordogne. WTD 6/67.

314 Footwear, except rubber

FRANCE—Fancy sandals, canvas, with rope soles, available in different colors; other types of footwear for sea-shore, sports, other uses for men, women, children. Wholesale exportation, preferably through well-established selling agents. Aguer & Fils (Manufacture de Chaussures D.) (manufacturer, exporter), 38 Blvd. Gambetta; 64- Mauleon, Basses-Pyrenees. WTD 7/67.

343 Heating apparatus, fixtures

AUSTRIA—Regulating valves for heating radiators. Photographs, descriptive leaflet available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4059, U.S. Dept. of Commerce, Washington, D.C. 20230. Gebauer & Lehrner (manufacturer, exporter), P.O. Box 189, A-1101 Vienna. WTD 4/68.

391 Jewelry, silverware

MALAYSIA—Silverware sold as giftware. Direct sale or through agency. H. A. Rasulbhoy (exporter, retailer, wholesaler, importer), No. 64 Jalan Tuanku Abdul Rahman, Kuala Lumpur, Selangor. WTD 4/68.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists, copies of which may be ordered by firms domiciled in the United States, giving the titles listed below or in the case of the automated lists for Australia by the five digit identification (ID) number from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230 or from Department of Commerce Field Offices. The price is $1 per list. All are dated March, unless noted otherwise.

American Firms, Subsidiaries and Affiliates—Austria.

American Firms, Subsidiaries and Affiliates—Pakistan.

American Firms, Subsidiaries and Affiliates—Republic of South Africa.

Business Firms—Jordan, Hashemite Kingdom of.

American Firms, Subsidiaries and Affiliates—Peru.

Business Firms—Bahrain.

Business Firms—Ghana, April.

Australia—an automated list

No.	*Title*	*Number of names in list*
01000	Farm and forestry products	(126)
10000	Mining companies and construction contractors	(90)
19000	Arms and ammunition	(19)
20000	Food and kindred products	(507)
21000	Tobacco and tobacco products	(27)
22100	Broad and narrow woven fabrics; knitted fabrics and knit wear	(392)
22600	Dyeing and finishing; carpets and rugs; yarn and thread; miscellaneous textile products	(148)
23100	Men's, youths'; and boys' clothing and furnishings	
23300	Women's, misses'; children's and infants wear; hats, caps and millinery	(201)
23800	Fur goods; miscellaneous apparel and accessories; miscellaneous fabricated textile products	(166)
24000	Lumber and wood products (except furniture)	(214)
25000	Furniture and fixtures	(77)
26100	Pulp, paper and paperboard products	(48)
26400	Converted paper and paperboard products; paperboard containers and boxes	(170)
27000	Published and printed materials	(218)
28100	Chemicals, industrial inorganic and organic	(221)
28200	Plastics materials and synthetic resins, synthetic rubber, and other man-made fibers, except glass	(72)
28300	Drugs; soap, detergents, and cleaning preparation; perfumes, cosmetics, and other toilet preparations	(219)
28500	Paints, varnishes and allied products; gum and wood chemicals	(59)
28700	Agricultural chemicals; miscellaneous chemical products; petroleum and petroleum products	(163)
30100	Rubber products	(107)
30790	Plastics products	(118)
31000	Leather and leather products	(116)
32100	Glass and glassware	(90)
32400	Cement, clay and pottery products; concrete, gypsum, plaster, and stone products; abrasive, asbestos, and miscellaneous non-metallic mineral products	(272)
33100	Primary metals and metal products—iron and steel	(123)
33300	Primary metals and metal products—nonferrous; miscellaneous primary metal products	(74)
34200	Cutlery, hand tools and general hardware	(246)
34300	Heating apparatus (except electric) and plumbing fixtures	(81)
34400	Fabricated structural metal products	(178)
34500	Industrial fasteners; metal stampings; miscellaneous fabricated metal products	(185)
35100	Machinery, non-electrical: engines and turbines	(77)
35200	Machinery, non-electrical: farm machinery and equipment	(65)
35300	Machinery, non-electrical: construction, mining and materials handling machinery	(221)
35400	Machinery, non-electrical: metalworking machinery and equipment	(240)
35500	Machinery, non-electrical: special industry machinery (except metalworking machinery)	(208)
35600	Machinery, non-electrical: general industrial machinery and equipment	(215)
35700	Office, computing and accounting machines; scales and balances	(66)
35800	Service industry machinery and miscellaneous non-electrical machinery	(180)
36100	Electrical transmission and distribution equipment	(112)
36200	Electrical industrial apparatus (motors, generators, industrial controls, welding apparatus, carbon and graphite products)	(88)
36300	Household appliances	(104)
36400	Electric and wiring equipment	(102)
36500	Electronic equipment for home entertainment; phonograph records and tapes	(96)
36600	Communication equipment	(116)
36700	Electronic components and accessories	(89)
36900	Miscellaneous electrical machinery, equipment and supplies	(88)
37000	Transportation equipment	(167)
38000	Professional, scientific, and controlling	

instruments, photographic equipment and supplies, (371)

38700—Watches and clocks; jewelry, silverware, and plated ware, musical instruments; toys, amusements, sporting and athletic goods, (214)

39500—Pens, pencils, and other office and artists; materials; costume jewelry; novelties and notions; miscellaneous manufactured products, (183)

67110—Holding companies, (61)

73920—Miscellaneous business services; engineering and architectural services

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Silvano Luksich, Smiths Industries Pty. Ltd., Guildford, N.S.W., interested in **automotive equipment:** engine temperature switches, tachometers for diesel application, elec. oil temperature gauges, items and fittings related to automotive instrumentation; marine equipment: marine instrumentation, tachometers and speedometers as matching set, range of gauges for outboard marine motor application; industrial equipment: mechanically operated hour meter. Apr. 26 via Los Angeles for 2-3 weeks. Itinerary: Los Angeles c/o Hotel Monterey; Detroit c/o Statler Hilton, 1539 Washington Blvd., 48231; Chicago c/o Executive House, 71 E. Wacker Dr., 60601; New York c/o Statler Hilton, 7 Ave. & W. 33 St., 10001. WTD 4/68.

J. J. Fowler, Marine & Industrial Power Co. Pty. Ltd., 572 Lonsdale St., Melbourne, Vic. 3000, interested **in obtaining U.S. agencies for engineering equipment, mainly in fields of mining machinery, turbo machines, marine equipment.** May 4 via New York for six days. c/o Dept. 11 N., Ritz Carlton Hotel Co., Inc., 62nd St. & Madison Ave., New York, N.Y. 10021. Itinerary: New York. WTD 8/66 on parent firm Swift & Co. Ltd.

Andrew Herzfeld, Andrew Herzfeld & Co. Pty. Ltd., 77 Castlereagh St., Sydney, N.S.W., interested in **buying shoes and handbags for export to Australia.** May 6 via Los Angeles for two weeks. c/o Hotel Algonquin, 59 W. 44 St., New York, N.Y. 10022. Itinerary: 5/6-8 Los Angeles, 5/16-25 New York. WTD 4/68.

FRANCE—Jacques David, Manager, Ets C. David Rabot Dacour, 12 rue Bitche, 92 Courbevoie, interested in **visiting major pharmaceutical laboratories to discuss importing and licensing rights on pharmaceutical specialties for France.** Apr. 24 via New York for three weeks. c/o Carlton House, 680 Madison Ave., New York, N.Y. 10021. Itinerary: New York, Washington, D.C., Indianapolis, San Francisco, Los Angeles. WTD in preparation.

ISRAEL—Heinrich Martin Stup, Manager, Katz Bros. Diamond Industry & Trade Ltd., 5 Baraket St. or P.O. Box 199, Nathanya, interested **in selling raw and polished diamonds, visiting diamond plants to observe operations, contacting diamond and jewelry enterprises.** End April/early May via New York for two months. c/o Commercial Section, Israel Embassy, 850 3rd Ave., New York, N.Y. 10022. Itinerary: New York, Chicago, Los Angeles, San Francisco, St. Louis, others as required. WTD in preparation.

MOROCCO—M'Hamed Benamour, Tissages Bedamo, 14 Chemin des Glaisuls et angle rue des Pivoines, Ain Sebaa, interested in purchase of **polyester fibers, synthetic yarns, textile chemicals and machinery and requesting technical information on spinning synthetic fibers, textile colorants, finishing of materials.** Apr. 28 via San Francisco for two weeks. c/o Mr. Everett, Monsanto, 90 Thornton Rd., Bradford 1, N.Y. Itinerary: San Francisco; Hopedale, Mass.; New York. WTD 1/68.

NETHERLANDS—B. Monster and H. Deijere, J.A. Monster N.V., 47 Dorpsstraat, Vreeswijk, interested in acquiring **new representations for tools, equipment, machinery and hardware for the building, road building, agricultural and other industries.** May 7 via New York for approx. ten days. c/o J. Bakker, 79 Wall St., New York, N.Y. 10005, telephone 212-HA5-2448. Itinerary: 5/7 New York; 5/8 Dayton, Ohio; 5/9-11 Milwaukee; 5/12-15 Chicago; after 5/15 Philadelphia, Boston, New York. WTD 4/68 on parent firm N.V. Overzeesche Gas & Electriciteit's Maatschappij, 226 Heemraadssingel, Rotterdam 6.

PORTUGAL—Francisco Paulo Magalhaes Bastos, Ed. Ferreirinha & Irmao-Motores e Maquinas Efi, S.A.R.L., R. da Boa Nova, Oporto, interested in **representing U.S. machine tool firms and arranging license agreements to manufacture component machine parts in Portugal.** Apr. 24 via Chicago for 21 days. c/o Sheraton Hotel, 1725 J.F. Kennedy Blvd., Philadelphia, Pa. 19103, or Dept. of Commerce Field Offices on itinerary. Itinerary: 4/28-5/5 Philadelphia, 5/5-8 San Francisco, 5/9 Portland, 5/10 Minneapolis, 5/10-15 Miami. WTD 4/67.

SOUTH AFRICA—M. F. Cleghorn, Chairman, Cleghorn and Harris Ltd., Adderley St., Cape Town, interested in **latest shopping center design including the employment of the mall, internal-external relationships, goods handling, parking facilities and in meeting shopping center operators and designers in U.S. areas climatically similar to Cape Town.** May 4 via Seattle for 27 days. Itinerary: Seattle, Portland, San Francisco before May 14 c/o Hotel Fairmount, 950 Mason, 94106; Los Angeles, Houston, Dallas, 5/14-27 c/o Hotel Sheraton Blackstone, 636 S. Michigan, Chicago, Ill. 60605. WTD in preparation.

SWITZERLAND—Frank A. Spiegel, Gebrueder Spiegel, Nationalstrasse 28/39, 8280 Kreuzlingen, interested in **acting as importer and wholesaler of machines and tools for ventilation, sheet metal working and plumbing, new machinery and tools for sheet metal working and plumbing trade, and requesting technical information on products finding a ready market in Switzerland and Central Europe.** Early May via New York for three weeks. c/o Dr. Hans B. C. Spiegel, 187 Leonia Ave., Leonia, N.J. 07605. WTD 12/67.

Greece announces bid deadline

The Hellenic Telecommunications Organization, 6 Klissovis St., Athens, has announced that the bid deadline for tender No. 6545 for the supply and installation of radio link equipment, carrier equipment and power plants for seven radio links is June 28.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

COLOMBIA—The Inter-American Development Bank recently announced the approval of a loan equivalent to $6.6 million to help build a **new university campus** in Cali, Colombia. The borrower is the Universidad de Valle, a state university in Cali, the capital of Colombia's Departamento del Valle.

The University will utilize the loan to build a new 243-acre campus in Melendez, six miles from the center of Cali. The general design and specific plans for the construction of an initial group of buildings for the new campus were drafted with the support of an earlier loan for $500,000 from the Social Progress Trust Fund which the Bank administers for the United States.

The expansion program is an integral part of the University's long-range plans, which have been drafted within Colombian national development objectives and the framework of the Alliance for Progress. The total cost of the project is $11.5 million. The Bank's loan will cover 57.4% of this amount and the remainder will be provided by the University.

DOMINICAN REPUBLIC—The Inter-American Development Bank has extended a loan equivalent to $22.9 million to the Dominican Republic to help finance the **first stage of a program to expand the nation's electric power capacity and improve its irrigation system.**

This stage calls for the construction of a dam and a hydroelectric plant with an initial capacity of 40,000 kilowatts, and the preparation of studies for the agricultural development of an area of 93,000 acres in the vicinity of the dam. In a later stage (the second), the hydro-electric plant will be expanded to 80,000 kilowatts and the irrigation system will be built.

The hydroelectric project will be carried out by the Corporacion Dominicana de Electricidad, the nation's electric power agency. The irrigation studies will be prepared by a consulting firm to be hired by the Instituto Nacional de Recursos Hidraulicos, the agency in charge of developing the nation's water resources.

The program, which has been prepared within the framework of the Alliance for Progress, calls for outlays totaling $57.1 million, of which $34.5 million will be invested in the first stage.

New Books and Reports

More Export Market Guides offered by Commerce Dept.

Export Market Guides are prepared by the Commerce Department's Bureau of International Commerce to outline the market for a product in an individual country.

Although planned as an informational tool in conjunction with specific U.S. Trade Center shows and international fairs, the Guides are also of interest to readers seeking information about a particular foreign market.

Recent titles are:

Japan—Electronics Equipment.

United Kingdom—Nuclear Instrument Systems/Components.

Japan—Plant Engineering & Maintenance Equipment.

France—Hotel & Catering Equipment.

Brazil—Packaging Machinery.

Brazil—Machine Tools.

Brazil—Construction & Mining Equipment.

Brazil—Textile Machinery.

Brazil—Chemical & Petrochemical Processing Equipment.

Netherlands—Chemical, Petrochemical & Pharmaceutical Equipment.

Japan—Environmental Test Equipment.

Central American Common Market—Agriculture & Light Industry Equipment.

The Export Market Guides may be ordered, at 10 cents each, from Sales and Distribution, Room 2119, Department of Commerce, Washington, D.C. 20230, or from any Commerce Field Office.

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1968. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

Basic Data on the Economy of Malta. OBR 68-9. Information is included on: geography, population, government, economic structure, agriculture, manufacturing, communications, transportation, and foreign trade.

The Power Hand Tool Industry in Japan: 1963-1967. OBR 68-10. Exports and imports, production, potential market, pricing, and established trade practices are covered in this report.

Foreign Trade Regulations of Venezuela. OBR 68-15. Trade policy, import tariff system, special customs provisions, internal taxes, shipping documents, marking and labeling requirements, nontariff import controls, export controls and U.S. controls are among subjects covered.

Foreign Trade Regulations of Pakistan. OBR 68-16. The same information listed above for Venezuela is included on this report on Pakistan.

Selling in Norway. OBR 68-17. This report discusses the road to selling, commercial practices, marketing aids, government procurement and foreign exchange and customs regulations.

Write: any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Economic Survey of Ireland.* Published by the Organization for Economic Cooperation and Development. Paris. 1968. 32pp. 80 cents.**

This is the latest title in this series of economic studies for member countries, published annually by the OECD. The booklet contains information on: current economic trends; economic policy, including budget, credit and manpower policy and devaluation; and prospects and policy conclusions.

A statistical annex is included showing expenditure on the gross national product, production and employment indicators, prices and wages, money and banking, and foreign trade and payments.

Write: OECD Publications Office, Suite 1306, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006.

***Latin America's Industrial Incentives.* Published by Conway Research, Inc. Atlanta. 1967. 88pp. Free.**

This report contains the results of a survey conducted by AID/PEP (Agency for International Development/Private Enterprise Promotion).

The information given for each of 22 countries is: industrial promotion laws, agency administering laws, industrial financing agency, investment guaranty coverage, and incentives offered to both existing and new industries.

The goals of AID/PEP are to furnish the investor with information about incentives available at various plant locations and to assist Latin development program officers in attracting new industry.

Businessmen wishing copies should **write:** Conway Research, Inc., 2600 Apple Valley Rd., Atlanta, Ga. 30319.

***Metal Markets in the Republic of Ireland.* Published by Industrial Export Surveys. London. 1968. 71pp. $12.60 postpaid.**

A monograph on metal markets in Ireland has been prepared to give U.S. exporters the information necessary to develop their sales.

The study is divided into ferrous and non-ferrous sections.

The markets for iron and steel are discussed by product; names and addresses are given for manufacturers who import steel. Aluminum and zinc are the leading non-ferrous imports, according to this study.

Customs duties imposed by Northern Ireland, the U.K., Canada and the rest of the world are listed for both ferrous and non-ferrous metals.

Write: Industrial Export Surveys, 35 Great Peter St., London, SW.1, England.

***International Coffee Agreement, 1968.* Published by the World Coffee Information Center. Washington, D.C. 1968. 38pp. Free.**

This booklet reprints the text of the International Coffee Agreement, 1968, approved by the 66-nation International Coffee Council in London, in February. The publisher, World Information Center, is an agency of the Pan-American Coffee Bureau, which represents the 15 coffee-producing countries of Latin America.

The Agreement covers such topics as regulation of exports and imports, certificates of origin and re-export, production policy and controls, regulation of stocks, and various other provisions.

Write: World Coffee Information Center, Samuel E. Stavisky & Associates, Inc., 1250 Connecticut Ave. NW., Washington, D.C. 20036.

***The Japan Times Bulletin.* Published by Joshua B. Powers, Inc. New York. 4pp. Free.**

A brief summary of population trends and effects in Japan is presented in this folder. Tables of Gross National Product, population trend, economic growth trend, labor force, and various others are included.

Write: Joshua B. Powers, Inc., 551 Fifth Ave., New York, N.Y. 10017.

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Calendar *for international traders*

ANN ARBOR, Mich.—May 13-14—Seminar on Current Developments in U.S. Taxation of Foreign Operations, Statler-Hilton Inn. Sponsor: Graduate School of Business Admin., University of Michigan.

ATLANTA—May 9—In-Office Export Conference, Commerce Field Office. Sponsors: Commerce Field Office, REEC.

BALTIMORE—May 7—Export In-Office Seminar, 18th Floor, Conference Room, Md. Nat'l Bank, 10 Light St. Sponsors: Commerce Field Office, REEC, Md. Nat'l Bank, Md. Port Authority.

CHICAGO—May 9—In-Office meeting. Sponsor: Commerce Field Office.

CHICAGO—May 10—Businessmen's Consultation, members U.S. Trade Mission to Pakistan. Sponsor: Commerce Field Office.

CHICAGO — May 14 — Automotive Exporters' Club of Chicago meeting, Builders Bldg.

CLARKSBURG, W. Va.—May 8—Int'l Trade Seminar, Conference Room, Small Business Admin., 12:15 p.m. Sponsors: Commerce Charleston Field Office, Chamber of Commerce, REEC, SBA.

CLARKSDALE, Miss.—May 6—Export Workshop, Regency Restaurant. Sponsors: Coahoma County Chamber of Commerce, Commerce Field Office, REEC.

CLEVELAND—May 8—Export Workshop on Transportation, Banking, FCIA Insurance, Conference Room, Greater Cleveland Growth Assn., 10 a.m.-12 noon.

DALLAS—May 7—Businessmen's Consultations, members of U.S. Trade Mission to Pakistan, Commerce Field Office, 9 a.m. Sponsors: Commerce Field Office, REEC.

DETROIT—May 14—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

FT. WORTH—May 6—Businessmen's Consultations, members of U.S. Trade Mission to Pakistan, Chamber of Commerce. Sponsors: Chamber of Commerce, Commerce Dallas Field Office, REEC.

JOPLIN, Mo.—May 14—In-Office Workshop for Exporters, Chamber of Commerce, 2 p.m. Sponsors: Commerce Kansas City Field Office, Chamber of Commerce, REEC.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

JOPLIN, Mo.—May 15—Export Documentation Workshop, Chamber of Commerce, 9:30 a.m. Sponsors: Commerce Kansas City Field Office, Chamber of Commerce, REEC.

NEW ORLEANS—May 6-8—Businessmen's Consultation, **Wolfgang F. Robinow, Trade Center Director, Frankfurt.** Sponsor: Commerce Field Office.

NEW YORK—May 7—Profits in Exports meeting, Statler Hilton Hotel. Sponsors: N.Y. Lamp & Shade Mfrs. Assn., Commerce Field Office.

NEW YORK—May 9—Overseas Automotive Club, Summit Hotel, 12 noon.

NEW YORK—May 9-10—Businessmen's Consultation, **John C. Fuess, Consul General, Trieste.** Sponsor: Commerce Field Office.

NEW YORK — May 15 — Foreign Commerce Club of N.Y., Foreign Freight Forwarders & Brokers Night, Grand Ballroom, Hotel Commodore.

NEW YORK—May 15-16—Businessmen's Consultation, **Wolfgang F. Robinow, Trade Center Director, Frankfurt,** Sponsor: Commerce Field Office.

NEWARK—May 9—Profits in Exports meeting, Small Business Admin., 970 Broad St. Sponsors: Commerce N.Y. Field Office, REEC, SBA.

ST. LOUIS—May 7—Show You Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: REEC, Commerce Field Office.

ST. LOUIS—May 14—Mayor's Conference on St. Louis Exports, City Hall, 12 noon. Sponsors: REEC, Commerce Field Office, Chamber of Commerce, World Trade Club.

ST. LOUIS—May 16—World Trade Week luncheon, Downtown Kiwanis Club. Sponsors: REEC, Commerce Field Office.

ST. LOUIS—May 16—World Trade Club monthly dinner meeting, Missouri Athletic Club, 6 p.m. Speaker: Congressman Thomas E. Curtis.

SAN FRANCISCO—May 15—General Export Seminar, Rm. 13450, New Federal Bldg., 9:30 a.m.

SPRINGFIELD, Mo.—May 16—In-Office Workshop for Exporters, 9:30 a.m., Export Documentation Workshop, 2 p.m., Chamber of Commerce. Sponsors: Commerce Kansas City Field Office, Chamber of Commerce, REEC.

WRIGHTSVILLE BEACH, N.C.—May 8-9—N.C. World Trade Assn. annual meeting. Sponsors: Commerce Field Office, REEC.

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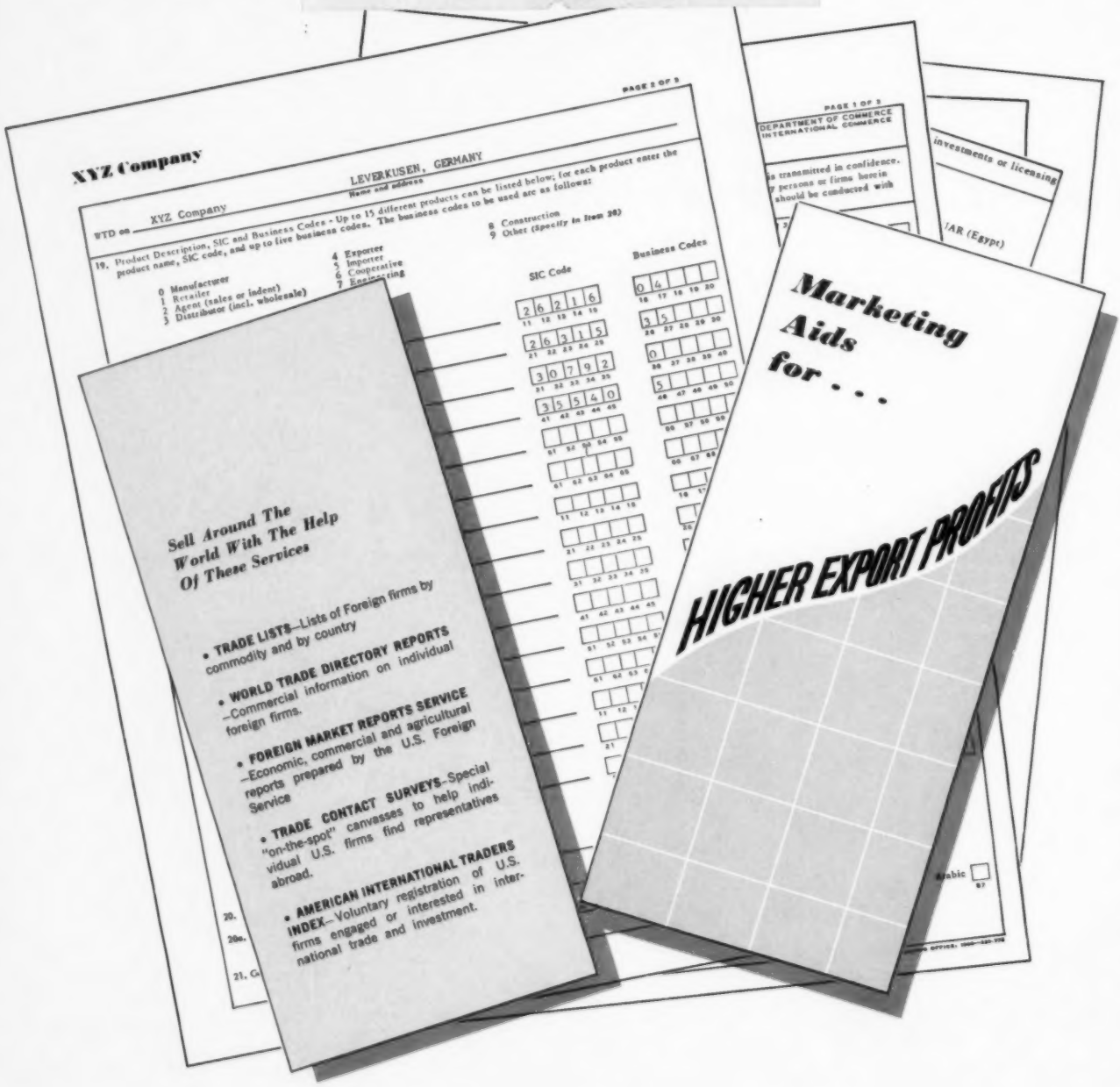
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